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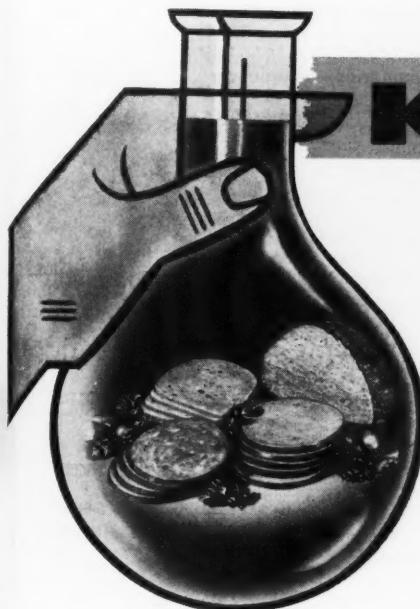
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VOLUME 135 NOVEMBER 10, 1956 NUMBER 19

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# News and Views

THE NATIONAL

## PROVISIONER

VOL. 135 No. 19  
NOVEMBER 10, 1956

### "... is in the Eating"

It would appear that some pork processors, and perhaps the inspection personnel in their plants, interpret the term "ready-to-eat" a little too loosely in applying it to hams. At least, that is our conclusion after having tested (at home) the "ready-to-eat" products of several reputable houses during recent months. We found that neither heating nor two- to three-hour cooking put these hams in condition to grace a table with tender succulence.

After far more protracted heat treatment in the home oven than any housewife would expect to give such cuts, we found that much of the meat of these hams was still rubbery, resistant to fork cutting and had a half-done flavor and texture in the mouth. Moreover, the tissue around the bone was still excessively moist, although it could not be determined whether this was natural juice or residual pickle.

We have checked with other consumers and find that they report similar experience with so-called "ready-to-eat" products.

While we are satisfied that such hams have been given heat treatment adequate to make them safe and wholesome, we are also satisfied that they are misnamed.

We suggest that unless a processor is willing to carry out the extra processing and assume the extra expense involved in making a product which is satisfactorily edible when it comes into the home, perhaps he had better forego any statement or implication that his ham is "ready-to-eat."

The MIB Manual of Inspection Procedures may say that "Ready-to-eat" is approved if the finished product is actually a ready-to-eat article," and different packers and inspectors may use different yardsticks in applying this definition, but we believe that the final judge should be the consumer, and that the product should measure up in all respects to his understanding of the term "ready-to-eat."

**"Forgotten Men"** in the government beef and pork procurement programs are the intrastate packers, who are not allowed to participate and who, in addition, lose outlets through the giveaway of product to schools and institutions in their states, C. O. Hinsdale, president of the South Carolina Meat Packers Association, has informed Secretary of Agriculture Ezra Taft Benson. Hinsdale wrote to the Secretary in his capacity as president of the packer group, vice president of the South Carolina Livestock Council and executive vice president of Balentine Packing Co., Greenville, S. C.

"We have no objection to these purchasing programs as such, but we do vigorously protest the unfair advantage that they give to the national packers," he said. Hinsdale charged that money paid by the government to national packers is being used to subsidize "price cutting tactics" against small packers. "In fact," he said, "we (as taxpayers) are helping to finance a program to drive us out of business." Some of the South Carolina packers have suggested that a purchasing program be set up and administered by the states so each state could benefit and plants with adequate state and municipal inspection could participate, Hinsdale said. "Please believe that we have no ill feelings toward the national packers or the government, but we feel that we are the forgotten people in these government purchase programs," he added.

**A Uniform** meat inspection program for the state of New York has been proposed by the Department of Health. The proposed regulation need not be submitted to the legislature but would become law upon passage by the Public Health Council. The Department of Health has recommended that it be made effective by April, 1957. If passed, the regulation would be voluntary with each health district and would go into effect in a given area only when approved by that district. While New York City now is exempt from the New York state sanitary code, the state Department of Health has reported that the city will amend its own code to conform with that of the state if the proposed regulation is passed. The effect would be to open New York City to out-of-town meats. At present only federally-inspected product and meats inspected or approved by New York City may enter that city.

Proposals for adoption of a statewide meat inspection program or a program of state certification of existing inspection services also are under consideration in Wisconsin. An informal open meeting to explore the facts further will be held by the food standards advisory committee at 10 a. m. Friday, November 16, in the hearing room, north wing, state Capitol bldg., Madison, Wis. All interested parties have been invited to participate in the meeting.

**An Immediate** increase of 7 per cent in freight rates was requested this week by the eastern and western railroads in a formal application to the Interstate Commerce Commission. The railroads asked the ICC to grant the emergency rate hike without hearing and permit the carriers to make it effective on one day's notice, instead of the customary 30. They said immediate relief is needed to meet "an acute financial situation," heightened by the recent wage settlement and other cost increases since the granting last March of a nationwide 6 per cent freight rate boost. The ICC also is considering a 15 per cent rate increase sought by the rail groups and has scheduled hearings on that bid for mid-January. Following the latest request for the 7 per cent boost, the ICC announced that it would hold hearings on the new plea in Chicago, starting on November 26.

**P**ROPER pricing procedures, new packaging techniques for boneless cuts, sanitation methods, employment and the retention of salesmen, and the future of portion control meats were some of the topics discussed at the fourteenth annual meeting of the National Association of Hotel and Restaurant Meat Purveyors in Miami Beach, Fla.

Paul A. Spitzer, president of the association, kept the meetings moving with military precision and the sessions were crammed with discussion of topics vital to the industry.

The importance of the tendered beef steak was discussed by J. D. Keating, product manager of the Huron Milling Co., and E. M. Rosenthal, general manager of the Standard Meat Co., Ft. Worth, Tex. The large volume of lower grade beef,

## Purveyors Agree Success Based on Better Product

•Pricing •Packaging

which in 1955 included 5,000,000,000 lbs. of Utility and Commercial, offers an opportunity for selling red meat to the mass market, stated Keating. The principal objection to merchandising steaks from these grades has been their lack of tenderness. Enzymatic preparations solve this problem and tender the meat with comparative uniformity. These treated steaks can be featured in complete dinners that sell from \$1.25 to \$2 to

tap the mass feeding market of truck diners, luncheonettes, and medium price restaurants. The tendered cuts are able to compete pricewise with poultry and sea foods which have been replacing red meat in mass feeding establishments.

The item is a profitable one for the meat purveyor since it means that raw material formerly sold as hamburger is converted into a steak that currently is priced from 75c to



• M. B. GERTMAN  
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• S. FELDMAN  
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• E. M. ROSENTHAL  
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• J. R. VIRGIN  
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• M. SALOMON  
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• S. S. MENIN  
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• A. MICHAUD  
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• F. W. KAISER, JR.  
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# Prices Based on Four P's

## Marketing Personnel • Planning

80c. The low cost and uniform size of the cut make it attractive to the public feeder.

Two drip pans and a drain rack are needed for tendering steaks. The pans and rack should be stainless steel, plastic or glass. Tin, aluminum and other metals should not be used since there may be a chemical reaction that affects flavor. Drained product must be frozen in a sharp freezer. The floor space re-

quired for fabricating and tendering can be as little as 12 ft. x 9 ft.

In portion control preparation the frozen meat should be tempered first to about 28° to 35° F. for efficient band sawing into uniform steaks. These are dipped, drained, packaged and moved into the freezer.

The average American considers a broiled steak of generous size at a reasonable price to be the height of good eating, stated Rosenthal.

Higher grade steaks are the answer for those who can afford to pay \$5 or more for a meal, and the needs of somewhat thinner pocketbooks can be met by serving smaller portions or serving other than the top cuts. However, this still leaves a vast market gap that the tendered steak can fill. The cut is not a replacement for the Prime steak, but is, rather, a red meat that can meet competition from poultry and fish. Rosenthal said that it should mean additional sales for the meat purveyor.

Before Rosenthal's firm entered the tendered steak field, tests were made with treated and untreated product of the same grade. The treated steaks definitely were more tender, said Rosenthal. He cautioned that care must be taken in timing the dripping and draining. If this is not done, product may become mushy, develop an off-flavor and give

• C. E. EVANSON



• FRED SHARPE



• LOUIS WAXMAN



• N. SCHWEITZER, JR.

• C. V. OLMLSTEAD



• B. A. PETERSEN



• J. D. KEATING



• JOHN COOK



GENERAL SESSIONS held twice daily drew record attendances. Diversey projectionist shows sanitation slides in photograph at right.

off a sweet aroma in cooking. While freezing stops the enzyme action, it commences again upon thawing. Consequently, the customer must be educated to use the meat upon thawing.

Rosenthal's firm is merchandising three different grades of tendered steaks. The first is made from top Commercial steers and is too high priced for most economy portion control markets. If the customer is dissatisfied with the steak, his money is refunded upon receipt of a certificate furnished in each package. This certificate simply requires the meat feeder to fill in his name and date of serving for the refund. The firm has made very few refunds, according to Rosenthal.

The second line is made from cow meat and utilizes the strip, the top club butt and the rib eye. These items are fabricated in portions of from 8 to 16 oz.

The third item is a 7-oz. steak made from the boneless strip. This currently sells from 35c to 39c per portion as a packaged item.

The best technique for selling the

cuts is by actual demonstration. Meats are cooked for the prospective buyer before any effort is made to sell him, Rosenthal reported. With each order Standard Meat also supplies menu clips featuring a platter display of the meat. This has proved very helpful in promoting the sale of these economy steaks. In the discussion following, several interesting points were developed. Although the enzyme dipping and draining process has been a hand operation, the J. W. Green Co. of Wilmington, Mass. has just constructed a machine for doing this work.

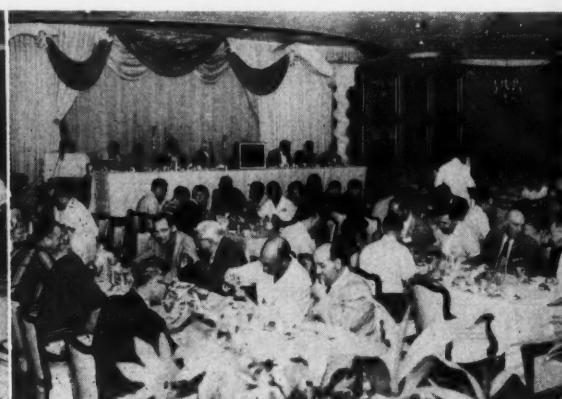
Keating said that it is best to blast freeze the treated steaks for 30 minutes after processing. Since there is some salt in the Huron tendering agent, in order to avoid thawing the steaks should not be held at temperatures higher than 20° F. A reasonable processing time is 2 hours. In practical operations the processor will accumulate a truck load of the treated steaks before he moves them into the freezer and 2 hours is about the time required for accumulation.

C. V. Olmstead, manager of the food service division of Armour and Company, said that his firm recommends that steaks be cooked without thawing. Since it is uncertain how long the cook may allow meats to thaw, Armour believes this practice is desirable.

Keating stated that his firm recommends a 45-second dip, followed by 1 minute draining. The tendering material is not practical for large cuts since it penetrates only about 1 in. It makes no difference in final results whether the meat is broiled or pan fried.

The tendering agent should be chosen before actual production and marketing of tendered steak is undertaken, according to Rosenthal. Ingredients must be listed on the label and once the label investment has been made, it is expensive to start changing.

Another technique described by a processor-supplier team was the Cryovac process for holding and aging boneless beef cuts. Meyer B. Gertman, treasurer of Samuel Gert-



PURVEYORS ATTENDING luncheons saw two films: "Frosted Meats for the Food Service Industry" produced by Armour and Company, Chicago, and "Design for Living," a color movie presented by the National Association of Frozen Food Manufacturers.



DIRECTORS (left) meet to review plans for next convention. Invasion by a group from California was spearheaded by Hy Tanenbaum.

man Co., Inc., Boston, described his firm's experience with the process, while John Cook, manager of product development, The Cryovac Company, discussed some technical aspects of the new procedure for ageing large cuts in a package.

Gertman reported that his firm can age boneless cuts packaged in Cryovac at a considerable economy. The biggest saving lies in the elimination of the trimming usually required on aged meat, which may amount to 1½ to 3½ per cent and even up to 7 to 8 per cent when trimming and facing are required. "To our firm," said Gertman, "this represents a minimum expense of \$28,000 to \$34,000 annually that cannot always be passed on to the customer."

In an actual test, a tenderloin in Cryovac was held for 14 days with a shrink of only 0.37 per cent, whereas the unwrapped control suffered

3.5 per cent shrinkage. Tests at the plant have shown that while there is no mold growth on the ageing meat, the development of tenderness continues.

Ageing in the Cryovac pouch does not impart unnatural odor to the meat, although there is some initial odor which dissipates promptly upon opening the bag and is not evident in the cooked product. Likewise, most of the color is recaptured upon opening the bag. On top butts and round faces there may be a scattering of gray-brown areas, but these have not proved objectionable to the trade, he pointed out.

Another saving is gained through better utilization of labor. Meat can be packaged to inventory and not to fill specific orders, as is customary now. Cryovac meat has gained trade acceptance because the public feeder is able to buy in advance and is not faced with the possibility of shortage. Furthermore, the feeder gains through avoiding shrink on the meat he holds in stock.

Since ageing in bags does not produce normal ageing signs, all the Gertman pouches carry a legend saying: "Use before this date unless frozen." The pouch also protects against the freezer burn formerly encountered, Gertman reported.

The Cryovac technique permits more timely buying and selling since the meat can be held for 14 days without noticeable shrink and deterioration.

Gertman's total equipment investment for handling a large volume of more than 20 items was \$4,600. A two-man team packages the meat at a labor cost of 0.54c per lb. and this can be reduced with further mechanization. Clips used cost about ½c per bag. The largest cost item is the three-color printed bag which the firm

buys in five different sizes. Each bag bears the copyrighted term, "Flavor Sealed."

Gertman cited two examples of savings achieved with the new technique:

A steer short loin weighing 6 lbs. costs 14.54c to package, or 2.27c per lb. The item sells for \$1.60 a lb., or \$9.60 for 6 lbs. If bagging this tenderloin saves only 2 per cent in shrinkage, the firm saves 4.68c per tenderloin above the packaging cost.

The total cost of packaging a 17-lb. Choice boneless sirloin strip is 26.46c, or 1.56c per lb. Selling at \$1.50 per lb., the cut is worth \$25.50. A shrink of only 1½ per cent would cost 38.25c; thus bagging saves 11.79c per strip above the total packaging cost.

The firm has enjoyed a 30 per cent increase in business since intro-



PAUL SPITLER (left), new board chairman, chats with new president, Al Nathanson.



GORDON ERICKSON performs yeoman service as projectionist at several meetings.



ducing the new package late in 1955, Gertman reported.

Cook pointed out that the technique is a new way of doing business and has its own set of rules. It is not a substitute for proper sanitation and holding temperatures. It does not stop enzymatic action and, consequently, the lower the temperature, the longer the shelf life. Meat to be packaged should be in good condition and should not be older than 10 days. When fresh meat is packaged in this manner it can be held for 14 days, but there must be effective inventory control, so that it is not held beyond this period.

During the question period it was emphasized that use of the technique has been confined to boneless cuts; it is not suitable for bone-in cuts. Multiple layers of boned steaks can be packaged in a bag with no need to interleaf the meat.

To the question of whether or not Cryovac bagged fresh meat, which is subsequently frozen, can be sold in the fresh form, it was answered that

**SERVICE AWARD** presentations (top to bottom) were made by Peter Petersen to Ellard Pfeifer; Urban Patman to Hy Tanenbaum; William Doe to William Bastien and Clarence Becker to Al Nathanson.

the trick lies in thawing. The frozen meat should be held for a day and a half in a 32° to 36° F. cooler before unpackaging. If it is allowed to stand 15 to 20 minutes it will regain its normal color.

J. Smith, Ottman and Co., Inc., New York, commented that the technique would require the use of trucks since the packaged meat could not be hung on hooks. Mel Penner, Penner & Weiss, Pittsburgh, said the major problem confronting the user would be to educate public feeders to the fact that the unwrapped pouch offered no protection.

Cook pointed out that instructions for proper handling of the packaged products are furnished by Cryovac. He also said that the vacuumized pouch should be shrunk for greater protection if the pouch is punctured inadvertently.

Fred Bradley of Vaunclair Purveyors, Ltd., Toronto, asked whether the meat could be cooked in the pouch, and Cook answered that this is not recommended. He also stated that the Cryovac operation can be set up in 20 x 9 ft. space.

**SANITATION:** Three factors must be considered in maintaining proper sanitation in connection with fabri-

cated meats, asserted B. A. Petersen, manager of meat packing industries for the Diversey Corp., Chicago. These factors are the cleaning compound, the method of application and the sanitation plan.

First, the cleaning compound must be able to penetrate into the soiled area. Special wetting agents in the compound achieve this effect. The cleaning chemicals in themselves do not have wetting properties while the hot water is largely confined to surface effect. The cleaning compound also should be able to emulsify and hold the freed soil materials in suspension. Neither cleaning chemicals nor water can do this alone, Petersen said. A cleaning compound should also be able to kill bacteria. Sodium hypochlorite is a suitable bactericide, but is very corrosive and does not penetrate grease. Diversey has formulated a cleaning compound in crystal form that is non-corrosive and grease penetrating and has sodium hypochlorite as its base. It is colored to avoid confusion with a phosphate.

Mechanical equipment should be used for application. The cleaning compound should be sprayed on, allowed to penetrate, brushed where needed and then rinsed. Petersen demonstrated with slides the cleaning of smokehouses and cutting boards. In cleaning cutting boards, boning tables, etc. the boards should be separated so that the cleanser has a chance to reach all surfaces.

Petersen recommended use of a sanitation plan for each department. Such a plan spells out the type and quantity of cleaning agent to be used in the department and the specific pieces of equipment which require cleaning. A plan saves cleaning material and, if prepared in a check-off pattern, can be used to insure performance of the work. A plan generally will be followed by the operator and simplifies the training problem. The plan should be posted in a transparent pouch in the department.

**ORDER HANDLING:** Fred W. Kaiser, jr., president, Kaufman-Eastern Packing Co., Decatur, Ill., spelled out his operation in detail and supplemented his remarks with slides showing order handling. The firm uses a 4 x 7 in. looseleaf note book as a price book. This is a convenient size and can be carried in the coat pocket. The various products that the firm handles are grouped and numbered. The sales group meets at 6:45 each morning and the price list is checked for the day and correc-

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tions are penciled in. When the sheet is worked through it is replaced.

The order book is a four-part 5½ x 8½ in. carbon snap-out. The original order is the accounting copy, the second sheet the sales office record, the third is the customer's receipt and the fourth the delivery receipt. These forms are used in internal auditing. The accounting department checks the delivery receipts against the originals and cash receipts or accounts payable. The sales clerk totals all sales against the originals.

The salesmen do not fill out the form as they take the order, but record the latter on pocket size pads. The order is then phoned in to the sales department where the clerk enters it on the order form, or the salesman fills out his own order on his return to the office.

Orders go to the order assembly room where the foreman checks them on blank space provided on sheets three and four and codes special instructions as to trim, grade or size the customer prefers. He puts the order on a peg board from which the various butchers draw assignments. As an order is completed and

**DINNER PARTY** views show the purveyors all dressed up for a gala evening.

weighed, the foreman enters the extension on the sheet. The company has devised an ounce chart for use in figuring extensions. Since figuring the value of a product per ounce is a time-consuming operation, the chart lists ounce values at different per pound price levels. The foreman adds the ounce value to the full pound value.

The extended ticket is then tubed in a simple can conveyor to the office where it is rechecked and totaled and then returned to the order room. The tubing, which was obtained from a local department store, saves the clerk a 65-ft. walk.

If the order is current and is to be loaded it is placed on a roller conveyor leading to the loading dock. If not, it is placed on a holding pan in the cooler. The trucks are loaded from the holding cooler early each morning. The seven trucks are on the road by 7:15 a.m. While the bulk of the work is performed by the day crew which starts early, Kaufman-Eastern has a late afternoon skeleton crew to put up late orders.

**AUTOMATION:** The possibilities of automation in order assembly, fabricating and other operations in the purveying plant were discussed by C. E. Evanson, president of TAB



Engineers, Chicago. He said that development along this line is a necessity for any business since the labor supply will be limited in relation to the growing volume of business during the next 10 to 20 years. Automation is an extension beyond mechanization in that it replaces many of the sensory functions of an operator. The reasons for automation are many, including lowered unit cost, reduced waste and spoilage, better working conditions, lower employee turnover and greater uniformity in product quality.

There are several avenues toward achieving automation in a plant. Establishment of a plant automation committee generally is the cheapest way, but usually it is the least productive since the committee members are generally too busy to give the problem attention. The firm can hire an engineer and establish an automation department; this is expensive. Worthwhile aid can be obtained from various suppliers, but these are limited in their comprehension of the whole business, Evanson stated. The final alternative is to hire a professional engineering firm to conduct a study and make suitable recommendations.

The engineering firm will evaluate: 1) The possibilities of combining or eliminating operations; 2) Volume in terms of the equivalent investment required to achieve automation; 3)



HARRY RUDNICK and Bernard Pollack check gain in association membership.

Relationship of labor to material and the ratio of scrap or waste, and 4) Relative cost of space and its influence on volume. Evanson said that in cursory trips he has made through several medium-sized purveying houses in Chicago he believes he can reduce shipping costs by 4 to 8c per hundred pounds.

The speaker declared that an automation study is always tailored to specific needs. He cited the example of one plant where steel strapping

was a step in shipping. Rather than design a layout which would be suitable for only one kind of strapping equipment, the automation layout permits use of one of three strapping machines. He cited another instance in the meat industry where the use of a scale and conveyor could not be justified as separate pieces of equipment. His company coordinated them into one efficient unit.

**CUSTOMER RELATIONS:** In his speech on customer problems, John R. Virgin, president of Metropolitan Meat Supply Co., Detroit, observed that the industry has made much progress from the time when service was judged in terms of sauerkraut and bones added as a gratuity. While a purveyor today may feel compelled to advertise and attend certain social functions, if he renders a service and his orders are prepared and delivered as promised, his business will prosper. The meat purveyor, by tailoring meat cuts to specific requirements of his customers, eliminates their need for carrying large perishable inventories.

Stanley Menin, Chicago regional manager, and Earl Paul, southwestern regional manager, Biro Co., Marblehead, Ohio, described and demonstrated the firm's new power cutter. They pointed out that the unit can cut eight steaks to the hand butcher's one. The high-speed saw can handle large primal beef cuts as well as pork chops, and both fresh and frozen meat. Menin advised that parts of the saw designed to remove bone dust, such as wheel cleaners, should be replaced as they wear since they no longer function correctly as their tolerances increase.

Benjamin Shindler, sales manager, Puritan Beef Co., New York, related that his firm has installed a high pressure air jet on its saw at the point where the blade emerges from its housing and this eliminates transfer of bone dust to the cut meat.

**SALES:** The symposium on salesmen sparked great interest and long discussion. Conducted by Fred Sharpe, director of sales training for the National Independent Meat Packers Association, it covered subjects of concern to management representatives.

Sharpe asserted that the three phases of sales personnel management are that salesmen must be hired, trained and retained. Hiring is a critical procedure in which management should not be guided solely by aptitude tests; these fail to measure willingness to work. Management

[Continued on page 45]



SAM STEIN, extreme right, (top photo) describes his frozen meat operations to midwest purveyors Mel Salomon, J. L. Cain, Eddie Williams and Howard Hess. New York group (lower photo) assembles to select regional vice president.

## Meat Purveyors Convene

[Continued from page 36]

should probe the applicant's capacity to think. The interviewer should permit the applicant to talk for five minutes in an unguarded manner and, during the conversation, his character stability should be observed. A question that is certain to put him on the defensive should be raised during the interview and his judgment and mental alertness should be observed. His sense of loyalty should be tested.

Sales management should mingle with trainees to learn their problems. No favoritism should be demonstrated. While the salesman should be taught all about the product line, he must also be trained to meet objections and to return a discussion unobtrusively to sales when the customer switches the conversation away.

The new man should not be sent out with an experienced salesman during the training program. He must be taught the fundamentals first so he can benefit from such an experience.

Fair play is the keynote in retaining salesmen. Management should be tolerant in its policy. The opportunity to grow should be offered. If the employer cannot offer the opportunity for growth for the exceptional salesman, he should be the first to help him find a better position. The effect of this policy on morale of the rest of the sales force is very desirable, Sharpe stated.

President Paul Spitzer discussed sales personnel policies of his firm, De Braga and Spitzer Inc. of New York. The sales virtues of 40 years ago still are desirable today, he said. The new man should be trained to know his products, study his expenses and ring enough doorbells. Spitzer reported that his firm has been successful in recruiting college-trained personnel by going to the campus.

The newcomer works on the delivery trucks, in the shipping department, and in the office and credit department to familiarize him with the business. He then works with a seasoned salesman and finally is assigned his own territory. For the initial 10 weeks in his territory he is allowed a flat \$50 expense account. His earnings are based on a commission, 3 per cent for local and 8 per cent for distant territories, with commissions based on New York prices. Each man is kept posted on what he and the other salesmen are doing. All salesmen participate in a semi-annual bonus. Spitzer observed that big packer trained salesmen

never make good in their organization since these men are inclined to put too much emphasis on tonnage.

Benjamin Shindler of Puritan Beef Co., New York, voiced the opinion that the purveying industry may be moving in the wrong direction. He stated that his consumer division, which caters to home freezer owners, has doubled the volume of the company's sales in four years. It has increased average sales to \$178 per order and the gross on these sales runs from 32 to 35 per cent. His sales staff consists of 86 food counselors, four telephone solicitors and eight order takers. Each employee reports daily on the number of calls he has made, the number of sales completed, product and volume sold. While all representatives are trained in customer presentation, a supervisor listens in on some of their sales efforts and those that are considered unsuitable are weeded out.

Eddie Williams, president of Williams Meat Co., Kansas City, said that his firm has found that it is best to hire men from the ranks. A butcher or shop worker who shows incentive and aggressiveness is given the opportunity to become a salesman. The firm has 26 salesmen, all of whom are on a salary basis. Added incentives are provided through sales contests and promotions.

Sam Stein, president of Grilled Meats, Inc., Sandusky, Ohio, told the members they should be thinking of tomorrow as the meat industry is always plagued with crises. Just as the industry has moved from rib and loin sales to portion control meats, it is beginning to move to pre-cooked meats. The day is not too far distant he asserted, when heat-and-eat items will be standard.

**PORTION CONTROL:** De Braga and Spitzer, Inc., has tried the portion control field twice and has found no acceptance, according to Spitzer. The firm first merchandised these cuts 30 years ago, but lack of proper packaging, refrigeration, etc. resulted in failure. Another trial was made recently, but the firm found that its hotel and club customers wanted primal cuts. Hotels have butcher help who can fabricate cuts and use the trimmings. Hotel management believes that portion control cuts encourage pilferage.

Louis Waxman, president of Colonial Beef Co., Philadelphia, said that portion control fabricators must prepare a product which is consistent in quality and size. Eye appeal in the package is very important.

Nathan Schweitzer, Jr., vice presi-

dent of Nathan Schweitzer Co., New York, stated that the supply of turkeys is nearly 16,000,000 birds with an increase of 30 per cent in the heavier weights. Consequently, although the USDA plans to buy 8- to 24-lb. eviscerated and fresh frozen turkeys, there will be a surplus of heavy birds which the industry must move. Poultry production is at a record high with a fresh crop of chickens reaching the market every eight weeks. This has depressed prices to 14c per lb. on grade A chickens, a price duplicated only during the early 1930's.

Three topics were covered in the discussion session directed by Clarence Becker, president, Becker Meat and Provision Co., Milwaukee. The first question was:

"How do you keep a record on what the customer likes?"

Gertman answered that his firm maintains a file card on the customer which states the grade, weight, trim, etc., he wants. He observed that the customer frequently gives the order and assumes the purveyor knows his needs. Ben Butler, Southeastern Meat Co., Atlanta, commented that his fabricating room foreman has a looseleaf notebook in which customer preferences are noted; the foreman carries it with him. Others use a Remington Rand card system.

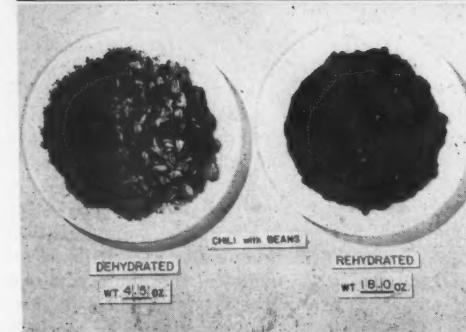
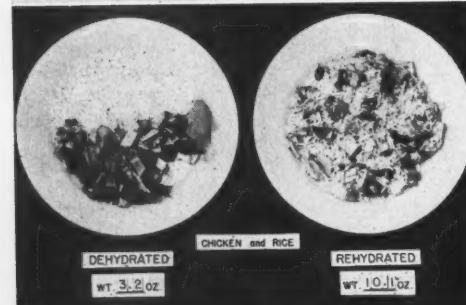
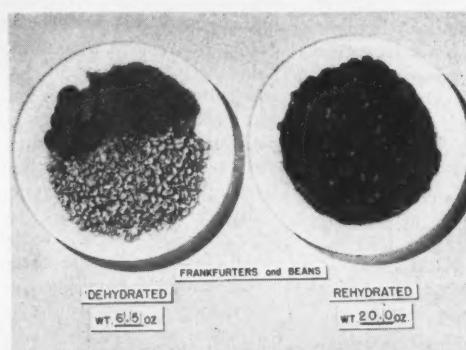
Reggie Jensen of Bridgford Meat Co., San Diego, Cal., stated that a small plant can operate a freezer with a minimum of handling by stacking meat in a horseshoe pattern. Fast moving items are placed in the center and the slow ones on the side. While this has eaten up some space in his 1 1/3 car freezer, it has saved time. Kaiser stated that his plant skid loads and gives lot numbers to all items: the lowest number is removed first. While this requires some handling it prevents over-holding products.

Gordon Erickson of Grill Meat, Inc., reported that racking can be installed that can be loaded from the rear and unloaded from the front. If plant space permits the racks can be loaded and unloaded with conveyors.

Some purveyors believe that graders should stamp carcasses more completely. This would enable the purveyors to fabricate cuts and ship them interstate without the need of further grading. It was pointed out that grading or certification service is available at a nominal cost at most large markets and that most federal stamping is lost in the normal fabricating and trimming operations. Some voiced the sentiment that those who request certification or grading service are ex-

[Continued on page 69]

# Just Add Water for Meals Like Mom's



**D**EHYDRATION of pre-cooked foods appears to be one of the most promising ways to solve the two main problems of the ration planner for the armed forces—acceptability and tonnage—Dr. Virgil O. Wodicka, associate director for development, food laboratories of the QM Food & Container Institute for the Armed Forces, told the Packaging Institute at its recent meeting in Cleveland.

Commenting on their acceptability, Dr. Wodicka said: "Basically what the soldier wants to eat is what his mother served him at home during the impressionable years when he was forming his basic food habits. Trying to match this standard brings up several difficulties: (1) Not all mothers cook alike. (2) It is inconvenient for each soldier to take his mother along to do his cooking. (3) There is no garden or supermarket handy."

"A simplified statement of the acceptability problem is this: To design a ration that the vast majority of American soldiers will eat under the conditions, climatic and other, in which they are operating and after storage for the times and temperatures necessary to get it to the soldier. Designing such a ration requires knowledge of the effect of climate on food preference (on which there is much opinion but little solid fact) and also knowledge of the effect of military storage and handling

PHOTO 1 shows a complete dehydrated meal for 25 men. Foods included are: 1) precooked dehydrated chili and beans; 2) instant rice; 3) pasteurized fruit mix with sugar; 4) pasteurized bread; 5) soda crackers; 6) margarine; 7) jam; 8) cookies, and 9) instant cocoa. Eating utensils include 10) collapsible paper cups, 11) nested serving trays, 12) plastic and 13) wooden spoons. The large package (14) is the complete ration kit. Photos 2, 3 and 4 illustrate dehydrated and rehydrated servings.

on the flavor and nutritive value of the food. There is now considerable information on the effects of storage and handling on foods in various packages, most of it gathered during and since World War II, but much remains to be learned in this area.

"Throughout history, the supply item needed in largest tonnage to maintain an army in the field has been food. In the most recent wars, however, the shift from the horse to the gasoline engine to move armies and their weapons has eliminated the need to transport food for the animals but created an insatiable demand for gasoline and lubricants. In modern war, tonnage of petroleum products occupies the No. 1 spot with food as No. 2."

Pointing out that attempting to supply perishables in the ration increases the tonnage of food (and waste) to be handled and the need for refrigeration calls for heavier vehicles, using more fuel for operation as well as for cooling, Dr. Wodicka noted that the tonnage problem is aggravated for fuel and food.

The tonnage difficulty can be alleviated somewhat by supplying rations including non-perishable foods, but this approach is restricted because of the limited acceptability of such rations.

"The Army planner of today," Dr. Wodicka said, "must take into account the tactics of the atomic age. The increased radius of death and destruction around

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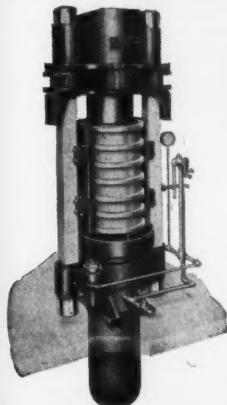
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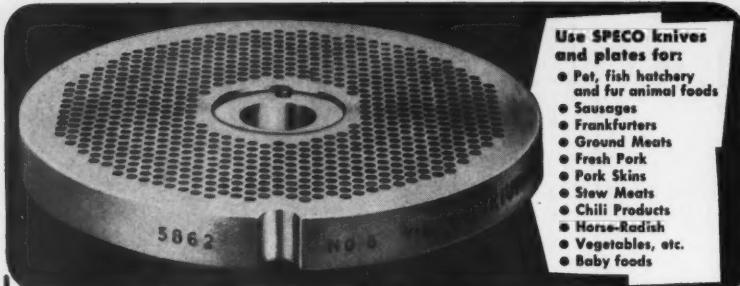
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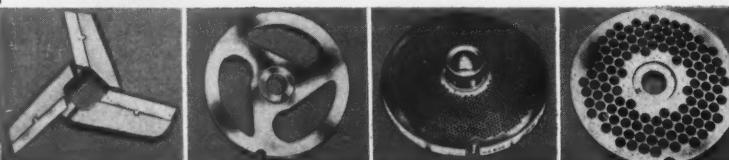
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the burst of a tactical nuclear charge compared with the high explosive of an earlier day favors the operation of highly dispersed, fast-moving forces which seldom gather in large enough assemblies to present a really attractive target and which keep the enemy unsure of their exact location.

"This kind of operation has no place for elaborate, heavily staffed kitchens or long, slow supply trains. Supply operations will have to be fast and flexible, probably largely by air transport. Kitchen staffs and equipment will have to be reduced to the minimum essential level."

Dr. Wodicka asserted that in planning a simplified food logistics program it is a starting assumption that no refrigeration will be needed in the overseas areas, and the first job in development is to make this possible.

The canning process is still the primary method of making foods non-perishable, but canned foods are limited in acceptability. If acceptable non-perishable foods can be obtained, some novel means of applying heat to preserve the foods must be found, or some other means of preservation used.

"Both approaches are being taken," Dr. Wodicka declared, "and both have shown promise. The Martin process of heat-sterilizing food in a heat-exchanger, then filling and closing sterile cans aseptically is in commercial production on a few items, and studies of this and similar processes with other foods are continuing. Use of electromagnetic fields for heating to speed sterilization and thereby reduce total heat damage has shown promise but needs more work.

"Fastest progress at present is coming in the use of other processes for food preservation. The use of ionizing radiation for this purpose has attracted much attention. The other process now getting extensive attention is dehydration.

"In our nation's history, dehydration has always come to the fore in wartime, sunk into neglect in peacetime. World War II brought a quick growth of dehydration plants."

Noting that results were not too satisfactory, Dr. Wodicka mentioned that deficiencies in plant design and in know-how led to faulty quality control. Packaging was as unsatisfactory as the product. Many products sensitive to oxidation were air-packed. When gas-packing was used, techniques were often so primitive that there was enough residual oxygen in the container to make the whole endeavor a wasted effort.

With the end of World War II

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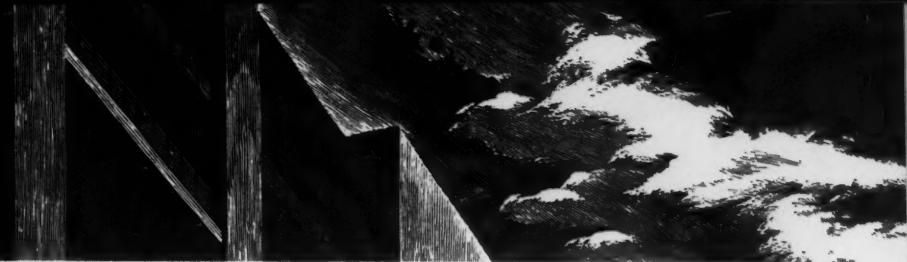
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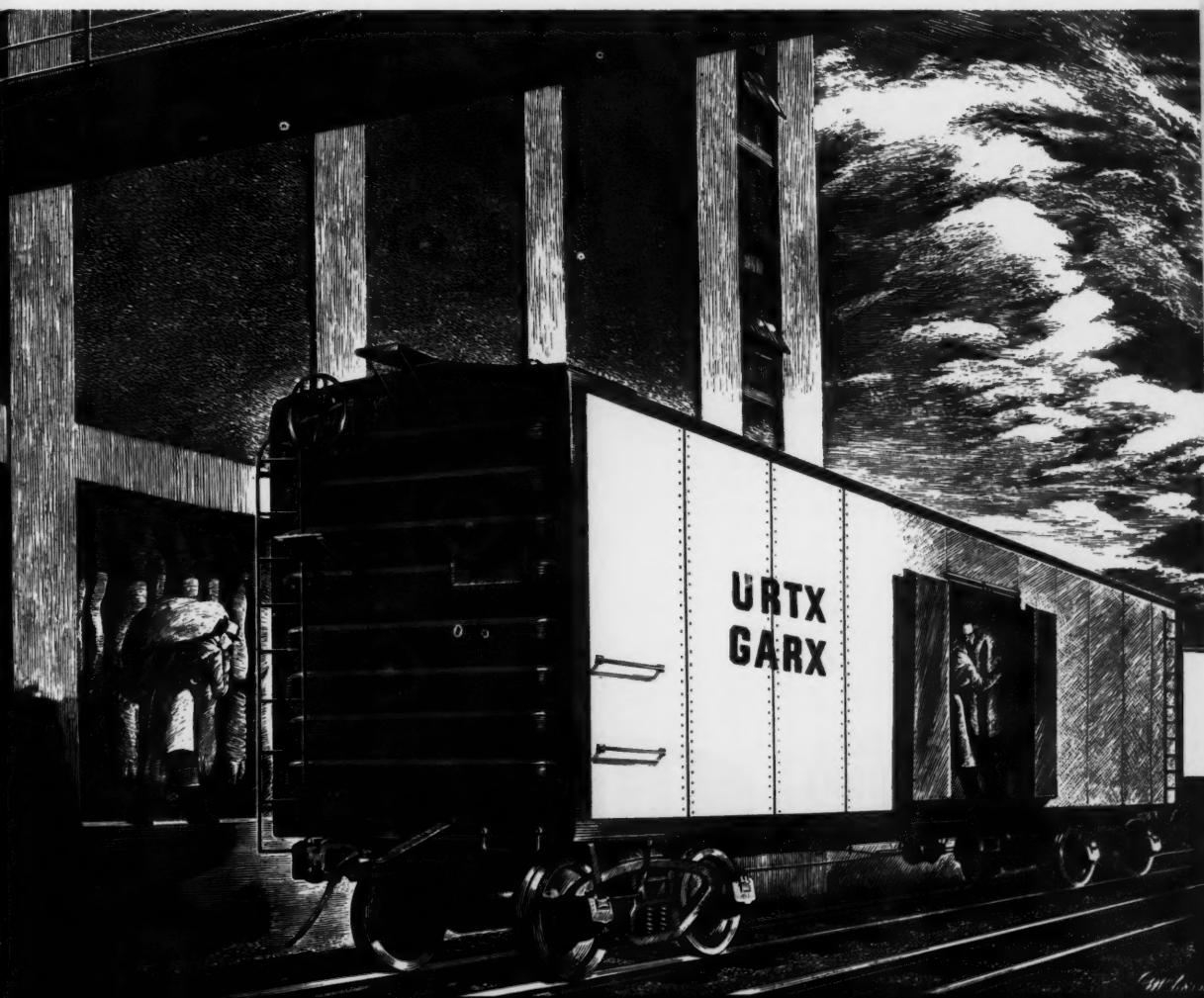
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came the end of most of the attempts at dehydration. The drying of whole eggs continued, mostly for use by other food processors, and a few specialties among the vegetables, such as onions, garlic, and peppers are still dried in respectable volume.

"At the close of the war," Dr. Wodicka related, "the QM Food and Container Institute surveyed the field of food processing for problems of military importance which would receive insufficient attention in the normal technical programs of peacetime. Dehydration was high on this list. Dehydrated foods can be at least as non-perishable as canned foods; they involve the transportation of less weight and often occupy less space; they are not damaged by exposure to freezing temperatures or by alternate freezing and thawing, and they lend themselves better to packaging in non-rigid containers, thereby avoiding dependence on imported tin.

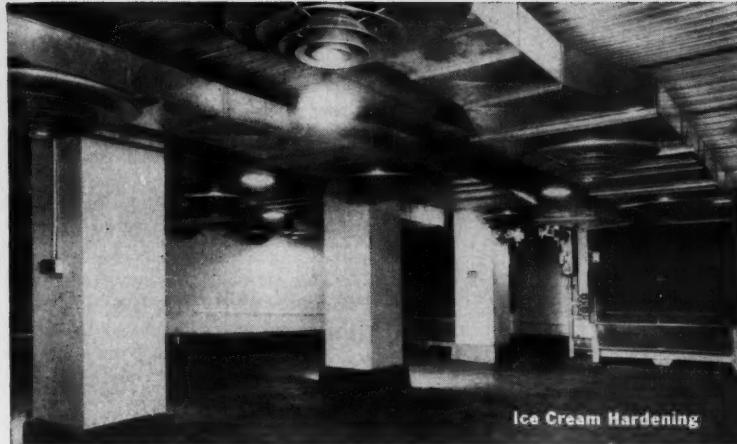
"The Institute has pursued an active program of investigation on dehydrated foods ever since. The U. S. Department of Agriculture has also directed a considerable and productive effort into this area. There has been university participation and support by food industry laboratories.

"As a result of this effort, it is now known that meats can be dried from the frozen state to give products with better acceptability than canned meats and comparing not too badly with frozen when both have been stored for long periods. It has been possible to develop methods for drying peas, sweet corn, green beans, and green lima beans to give products of good quality. Orange juice, grapefruit juice, and tomato juice can be reduced to powders of good acceptability with about 85 per cent saving in weight and 75 per cent in space.

"With all their advantages, however, dehydrated foods have two serious drawbacks in field use. First they require more water from local sources for their use than do canned foods. Second, they require a period of reconstitution prior to cooking which makes their preparation for serving somewhat slower than that of canned foods.

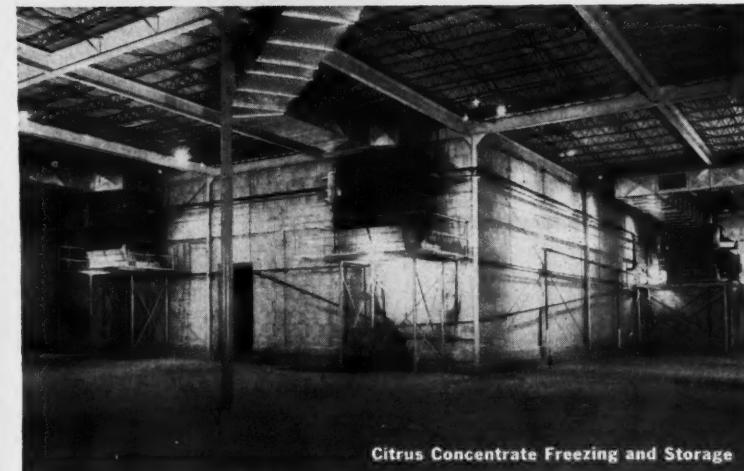
"The necessity for thinking about feeding dispersed troops has suggested a bold step in a new direction in Army rations which takes advantage of the virtues of dehydrated foods and minimizes their drawbacks. This is a ration based almost entirely on dehydrated *precooked* foods. The design criterion is a ration which requires no more complicated preparation.

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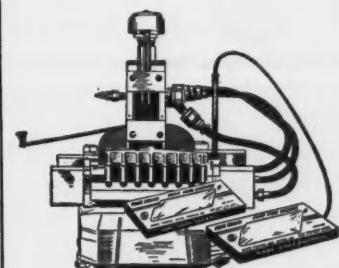
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tion than the addition of boiling water, perhaps some mixing, and a holding period, preferably not longer than 15 minutes. Such a ration would have the non-perishability and ease of air supply of the dehydrated foods, and, by virtue of the precooking of the components, the preparation time would be minimized. In fact, preparation would be so simple that any soldier could prepare it.

The problem of increased water needs for preparation can be offset if the use of water for mess kit washing can be avoided by disposable trays.

"Within the last year," said Dr. Wodicka, "there has been a serious effort to explore the possibilities of a ration along these lines. Several food combinations have been developed which have good acceptability, and storage results so far are promising. Some of these are shown in Photos 2, 3 and 4 on page 46.

"Progress has now reached the point where preliminary consideration is being given to putting these foods together into rations which can then be tested as units. Photo 1 shows such an assembly. It depicts food for 25 men for one meal. It has a weight of 20.5 lbs. and a volume of 1.55 cu. ft.

"The key to success on a ration of this type is in its packaging as much as anything else. Many of the foods in it must be reduced to a moisture content of 2 per cent or below and maintained at this level if they are to be adequately stable. This is considerably below their equilibrium moisture content in most ambient conditions. If these foods are to be stored for long periods, they will have to be in packages which have a rate of water vapor transfer which is vanishingly small.

"When these foods are reduced to the necessary low moisture content, most of them are highly subject to oxidative deterioration. They must, therefore, be packaged in an atmosphere which is initially and after a long storage essentially oxygen-free.

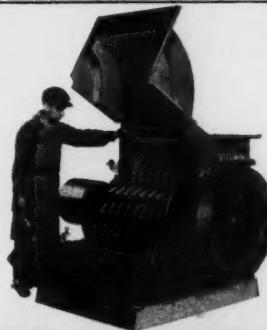
"In this contemplated ration, there is yet one more difficult requirement imposed on the packaging: It must withstand exposure to boiling water. It is expected that the foods will be prepared for serving by adding the necessary quantity of boiling water to it directly in the package. This would avoid the necessity for carving along any food preparation vessels and maintaining them in a sanitary state.

"It is desired to have these properties in non-rigid containers to minimize the use of tin, to reduce tare

## For REDUCING PACKING HOUSE BY-PRODUCTS

Stedman equipment has enjoyed an enviable reputation in the Meat Packing and Rendering Industries for well over 50 years. Builders of Swing Hammer Grinders, Cage Disintegrators, Vibrating Screens, Crushers, Hashers — also complete self-contained Crushing, Grinding, and Screening Units. Capacities 1 to 20 tons per hour.

Builders of Dependable Machinery Since 1834  
For complete information see Stedman Page F-8T in the  
1956 Purchasing Guide.



# STEDMAN 2-STAGE HAMMER MILLS

STEDMAN FOUNDRY & MACHINE COMPANY, INC.  
Subsidiary of United Engineering and Foundry Company  
General Office & Works: AURORA, INDIANA

The ham that's  
already  
baked

... for full, mellow  
flavor and aroma!



**Morrell**  **E-Z-CUT HAM**

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BY JOHN MORRELL & CO., OTTUMWA, IOWA, SIOUX FALLS, SD, DAKOTA  
ESTHERVILLE, IOWA, AND MADISON, SD, DAKOTA  
Processors of fine quality Ham - Bacon - Sausage - Canned Meats - Pork - Beef - Lamb



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## Sioux City Dressed Beef

Carload Lot Producers of Carcass Beef,  
Beef Cuts, Boneless Beef, Beef Offal

Phone 8-3524 and ask for:

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JAMES KUECKER  
Carcass and Offal Sales

JERRY KOZNEY  
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Beef Cuts—Boneless Beef

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U. S. Govt. Inspected Establishment No. 857

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SODIUM NITRITE  
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## NEW AID TO BETTER COST CONTROL



### Shows You the Job Your Scales are Doing to Control Costs, Guard Quality

It's scale check-up time! Time to measure your scales against today's needs—make sure they're not falling short. The new Toledo Weight Fact Kit helps you look at your scales as a *weighing system*—shows you if any scales are "misfits" in capacity, application or location. It will help you detect weighing inefficiencies that drain off profits.

Request your easy-to-use Weight Fact Kit today. It's free—no obligation! Take this opportunity to get the vital weighing information you need for efficient cost and quality control.



# TOLEDO®

Headquarters for Scales

MAIL TODAY FOR FREE  
WEIGHT FACT KIT

Eliminate errors in reading, remembering and recording weights—get fast, accurate, *printed* weight records with Toledo Print-weigh in a full range of capacities for ticket, sheet or strip tape records.

Toledo Scale Company  
1413 Telegraph Road  
Toledo 1, Ohio  
Please mail to me a Toledo Weight Fact Kit without obligation.

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

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CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

weight, to reduce waste space in the shipping containers, and to provide headspace for preparation of the food without inefficient packing up to that point. Best results to date have been found with laminates of polyethylene, aluminum, and mylar."

### MIB Memo Limits Amount of Coating on Breaded Items

MIB Memorandum No. 236, which becomes effective December 1, covers the preparation and labeling of breaded meat and meat food products. It reads:

"The use of a batter and breading coating on such articles as breaded ham sticks, breaded beef sticks, breaded beef steaks, breaded chopped beef steaks, breaded pork chops, breaded chopped pork steaks, breaded veal cutlets, breaded chopped veal steaks and the like shall not result in an increase of weight of more than 30 per cent over that of the pre-battered and breaded article."

"When used, the ingredients of the batter and breading shall be shown in the order used in an ingredients statement."

### Annual Texas 'Beef Week' To Be Observed Dec. 2-8

"Beef Week" in Texas this year will be December 2-8, Leo J. Welder, president of the Texas Beef Council, has announced. The week's activities will be highlighted by the annual beef supper in Fort Worth, home town of the Beef Council, and special activities in other cities throughout the state.

Point-of-purchase material will be supplied to 7,000 food retailers, who will be encouraged to feature beef during the week, and special food features will be sent to all Texas papers and radio and TV stations.

### Smoking of Meats

The third revised edition of a booklet, "Successful Meat Smoking," published by Koch Supplies, is available from this company now. Information on smoking hams, bacon, sausage, etc. and basic engineering principles of smokehouse operation are included in the subject matter. The booklet is free on request to all operators of smokehouses and a charge of 25c is made to others.

### Give Nod to Inspection

Delegates to the annual convention of the Union of British Columbia Municipalities at Penticton recently gave their approval to the establishment by the provincial government of a meat inspection service.

# The Meat Trail...



MODERN, TWO-STORY plant shown in sketch is goal of long-range building program started by Scott Petersen & Co., Chicago. First remodeling stage, when completed, will shift general offices, executive offices and accounting department to second floor. Accounting department will house firm's newly-installed IBM machine accounting system. Area vacated on first floor will be converted to cooler space and offices for various sales managers. Scott Petersen, Jr., president (shown), said all processing operations except smoking and curing eventually will be transferred to second floor. Basement will be used entirely for curing, and smoking will remain on first floor. Balance of first floor will be converted to packaging rooms, holding coolers and order assembly rooms. All structural changes now are being made in line with master plan.

## Four Armour Executives Are Advanced at General Office

R. H. BORCHERS, vice president of Armour and Company, Chicago, has been named group vice president of



C. E. SHEEHY



R. BORCHERS

the company's food divisions. He formerly was general manager of the pork division.

R. M. DALL, assistant general manager of the pork division, has been advanced to general manager.

Armour and Company also announced that C. E. SHEEHY, vice president, has been appointed general manager of all packing plants. D. S. HAWKINS has been appointed assistant general manager of all packing plants.

## PLANTS

Plans for a \$120,000 addition to the plant of Solano Meat Co., Vallejo, Calif., have been approved by the Solano County planning commission. The reinforced concrete and cement block addition will include a freezer, chill room, holding cooler for the meat processing area and a men's welfare room. It will add 5,000 sq. ft. of floor space to the present plant area. JAMES M. SMITH is the structural engineer for the project, and the firm of Jacks and Irvine of San Francisco is the contractor. E. A. GUNTHER, ALVIN GUNTHER and H. J. ADLER are partners in Solano Meat Co.

West Texans in general were invited to inspect the new \$150,000 plant of Gabbert Packing Co. at Ballinger, Tex., at a Sunday afternoon open house. The plant, which employs 27 persons, has a capacity of ten head of cattle an hour, and some hogs and lambs also are slaughtered. A fleet of seven delivery trucks covers the Southwest Texas triangle. Head of the firm is CLYDE T. GABBERT, who has been in the meat industry since 1925. His son, THOMAS I., is associated with him in the new meat packing concern.

Slaughtering operations at the Eleventh ave. and Fortieth st. plant of New York Butchers Dressed Meat Co., New York City, have been discontinued after 40 years. The firm is a subsidiary of Armour and Company. Armour units and divisions will be supplied with meat from other plants, and the number of carload and truckload shipments for direct delivery to retailers will be increased.

ALBERT HEATH has purchased Jones Locker Plant and Meat Market at Snyder, Tex., from SKEET JONES and changed the name of the firm to Heath Meat Co. Heath formerly operated a meat business in Lamesa, Tex.

L. C. JONES and CARL DAVIS, who recently constructed a new slaughterhouse near Mena, Ark., have begun manufacturing mild Spanish chili under the brand name of Joda's.

C. Rice Packing Co., Cincinnati, has purchased the old Heidelberg Brewing Co. plant at Fourth and Bakewell sts., Covington, Ky., from Bavarian Brewing Co. CLARENCE RICE, secretary-treasurer of the packing company, said his firm acquired the property to take care of expansion plans. Purchase price was not

announced. The Covington plant contains about 30,000 sq. ft. of floor space. The Rice company lost a packing plant at Maysville, Ky., a number of years ago in a \$100,000 fire. The company's main plant, which is primarily a slaughterhouse, is located at Patton st. and Eastern ave., Cincinnati, and its subsidiary, Bluegrass Provision Co., is at 315 W. Twelfth st., Cincinnati. Bluegrass is a sausage manufacturer.

A new packing plant has been opened near Tazewell, Va., by J. E. PEERY, who plans to supply retail stores as well as do custom slaughtering. Peery formerly owned a similar plant at Squire, W. Va.

Swift & Company observed the formal opening of its new sales unit at 415 Wake ave., Kinston, N. C., with an open house for customers, employees and other guests. JACK WHIRLEY is manager of the unit, which employs 25 persons, including five salesmen.

Condemnation of its plant and land for new approaches to the Morrison st. bridge in Portland, Ore., has resulted in the closing of S. & J. Meat Co., 524 S. W. First ave., Portland. The firm was established in that plant by JOSEPH JALI and CLEM SWENKE in January, 1935. Jali said the equipment will be stored for the present and he and his partner will "take it easy" for awhile, with a possibility of reopening



LEARNING TO buy meat to please the eye, the appetite and the pocketbook are Michigan consumer marketing information agents Harriet Lundberg (left) of Muskegon and Marie Ferree of Lansing. Information learned at two-day meats workshop at Michigan State University, East Lansing, will be passed on to housewives. Helping conduct workshop here is Lyman Bratzler, professor of animal husbandry. Conference, attended by state's 11 consumer marketing information agents, was conducted in university's new \$450,000 meats laboratory, which contains modern slaughtering and processing facilities as well as classrooms.

# Inside and out...Jamison cold storage doors show quality construction



**Box girder construction of highest quality boat hull plywood gives maximum strength and rigidity. Large series "50" door is shown as door and frame meet on assembly line.**



**Insulation**—Each block of insulation is individually measured and cut to give maximum insulation efficiency.

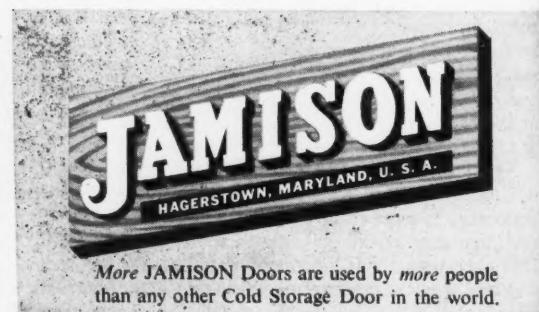


**Tight Seal** is assured by carefully applied gasketing. Gasket is soft sponge rubber resistant to acids, oils and greases.

## Materials and workmanship assure top efficiency in rugged service

The reason behind the reputation of the Jamison Series "50" Cold Storage Door is apparent here. Some of the most important parts and components are never seen by customers... Yet operational efficiency in all types of installations continues to prove that Jamison quality materials and precision workmanship mean superior protection and overall economy.

If you have plans for modernization or expanding, first get the story on Jamison's Series "50" Door. Write for your copy of Section 3. Jamison Cold Storage Door Co., Hagerstown, Md.



*More JAMISON Doors are used by more people than any other Cold Storage Door in the world.*

later. Lewis Bros. Alder Market, 438 S. W. First ave., will take over the business and part of the crew. Lewis Bros. also is being dislocated by the bridge project but has a new plant under construction at S. E. Tenth ave. and Stark st., which it expects to occupy about January 1.

## JOBS

A. R. BURATTO has resigned as manager of Schaake Packing Co., Toppenish and Ellensburg, Wash., to assume new duties as manager and participating owner of Meats, Inc., at Clarkston, Wash. F. A. LIENHARD, who has been with Schaake Packing Corp. for nine years, will succeed Buratto as manager.

W. W. BAINARD has been appointed Pacific Coast regional office manager for Armour and Company, with headquarters at the Spokane plant.

Memphis Packing Co., Memphis, Tenn., has promoted HOWARD FERGUSON from assistant sales manager to sales manager and FRED MOTZ from assistant plant superintendent to plant superintendent. Ferguson succeeds J. W. WRAY, who retired as sales manager after 28 years with the firm. Motz replaces J. T. McARDLE, who retired as plant superintendent after 24 years of service. Ferguson joined the company 22 years ago, and Motz has been with the Memphis organization for 23 years.

L. C. HARRISON has been named Atlanta branch manager of The Cudahy Packing Co., succeeding J. C. YOUNG, who has been transferred to Houston as general plant manager of Blue Ribbon Packing Co., a Cudahy subsidiary. With Cudahy for 19 years, Harrison has served at Atlanta since 1951.

Selection of LEO ELIASON as head sheep buyer at the John Morrell & Co. Sioux Falls plant has been announced by C. I. SALL, plant manager. Eliasen, with the firm since 1933, succeeds WILLIAM F. BONACKER, who retired after 33 years with Morrell.

## DEATHS

LOUIS GOLDSTEIN, 85, retired president of Goldstein Meat Products Co., Chicago, has passed away. He moved to Beverly Hills, Calif., after retirement. Two sons and three daughters survive.

CLEMENT P. ECKRICH, 63, former president of Peter Eckrich & Sons, Inc., of Fort Wayne, Ind., and Kalamazoo, Mich., died of a heart attack November 5 in Coral Gables,

Fla., where he moved following his retirement several years ago. He became associated with his father and four brothers in the meat packing industry in Fort Wayne in 1907. With the opening of a processing plant in Kalamazoo in 1926, he moved there and took charge of that branch. Survivors include the widow and seven children.

HUMPHREY L. NASH, 72, former owner of Cleveland Provision Co., Cleveland, died recently. He retired several years ago and moved to Winter Park, Fla.

## TRAILMARKS

HAROLD WIDETT was elected president of the Massachusetts Wholesale Food Terminal, Inc., Boston, at the annual meeting of stockholders of the meat facility. DAVID A. LURENSKY was elected treasurer and MAX N. LAMPERT, assistant treasurer. Chosen as directors were NOAH M. LEVINE, WILLIAM SNEIDER, WILLIAM SOHN and HAROLD STONE.

Hebrew National Kosher Sausage Co., Inc., Brooklyn, sponsored full election night coverage on radio stations WCBS, WRCA, WINS and WMGM. Interviews with Hebrew National dealers, discussing the election and Hebrew National Meats, were an added feature.

The advertising and merchandising program for Swift & Company for 1957 and beyond will be explained by H. B. BARTLESON, general sales manager, during a coast-to-coast, closed circuit telecast Saturday, November 17. It will be the first time that all Swift salesmen have gathered together at one time to hear a sales message and the first time Swift has used a closed circuit telecast to address a sales group. The approximately 5,000 salesmen will be meeting in 25 separate cities.

A "pleasure chest of steaks" is being promoted by Stock Yards Packing Co., Inc., Chicago, as "the most fabulous of gifts for the holidays." Six 1 1/2-lb. steaks, encased in a gold and blue chest inscribed with the recipient's name, are offered for \$30, delivered anywhere in the United States.

Although \$2 bills are bad luck signs to some superstitious persons, a flood of the double dollars was welcomed recently in Huron, S. D., as a symbol of the city's prosperity and its happy, 31-year association with Armour and Company. The Armour plant paid its employees in \$2 bills to dramatize the role it has achieved in the commu-

nity's economy since the plant was opened in the fall of 1925. Nearly \$25,000,000 was spent by Armour in Huron last year alone.

Robbins Packing Co., Statesboro, Ga., will give away a Polaroid Land camera each week to the child of 14 or younger who sends in a winning coloring of "Lil Robbie." An outline drawing of the robin to be colored is printed on one side of a special return postcard, which is to be inserted in each package of the company's franks, hickory-smoked sausage and all-pork sausage. Robbins distributes its products under the brand name of Red Breast.

S. A. HARVIN, president of Harvin Packing Co., Inc., Sumter, S. C., has been elected to the board of directors of the South Carolina National Bank in Sumter. Harvin assumed the office of mayor of Sumter last August after having served on the city council during the previous four years. His firm manufactures Iris brand meats and meat products.

Mrs. F. ETHEL LAU has retired as traffic manager of Paulus Bros. Packing Co., Salem, Ore., after 25 years with the firm.

Appointment of ROY W. LILLEY as assistant executive secretary of the American National Cattlemen's Association, Denver, has been announced by RADFORD S. HALL, executive secretary. Lilley was graduated in 1952 from Colorado A and M College, where he majored in animal husbandry. He then served two years in the Army and during recent months has been working toward an advanced degree in animal breeding and managing the family farm. His father, CHARLES W., is director of the school lunch program for Colorado and is a past president of the Colorado Cattlemen's Association.

New president of the midwest chapter of the Armed Forces Chemical Association is E. F. BINKERD, assistant to VICTOR CONQUEST, vice president and general manager of the research division, Armour and Company, Chicago. Binkerd is vice president of the Chicago Chemists' Club.

The American Meat Institute recently awarded its silver emblem to a number of employees of member and associate member companies in



R. W. LILLEY

# Here Now! NEW CHEVROLET TASK-FORCE 57 TRUCKS!



## **FIRST with the MOST modern features**

*They're out to save you hours and dollars on any hauling job... and they've got big new power plus the modern features that make it a sure thing! They put you way ahead with time- and work-saving advantages you won't find in any other truck!*

Again, in 1957, Chevrolet light- and medium-duty trucks bring you the industry's most advanced features—new developments that have already been proved in a history-making preannouncement test run! (See below.)

For '57 there's bold new styling to match Chevy's remarkable stamina and dependability.

There's fleet-action power in Chevy's outstanding engine line-up for '57—with modern versions of the famous Thriftmaster and Jobmaster 6's, efficient short-stroke Trademaster V8's and sensational new 283-cu.-in. Taskmaster V8's!

Other way-ahead '57 features include advanced Ball-Gear steering, high-output 12-volt electrical system, modern tubeless tires and great optional (extra cost) features such as Hydra-Matic and Powermatic transmissions!

Be sure to check the new cab features, too . . . the handsome new upholstery, the new steering wheel, the new exterior colors. Your Chevy dealer has all the details, so see him soon! . . . Chevrolet Division of General Motors, Detroit 2, Michigan.

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### **Alcan Highway Test Run Proves Chevrolet Ruggedness!**

In an AAA-certified endurance run, 6 light-, medium- and heavy-duty trucks carrying typical cargoes roared up the 1,520-mile Alcan Highway (normally a 72-hour run) in less than 45 hours! In dramatic fashion, new Chevy trucks conquered one of the world's most challenging roads to display the great performance qualities they'll bring to *your* roads!



recognition of 25 or more years of service in the meat industry. The recipients include: **GEORGE E. PFALTZGRAF**, vice president and manager of Lugbill Provision Co., Bowling Green, Ohio;  **JULIUS STEINEMANN**, Pfaelzer Brothers, Inc., Chicago;  **JULIUS HALASCHAK**, DALE JOHNSON, JOHN MARIO, JOSEPH BEERBOOWER and **JAMES PITTINGTON**, Superior Meat Products, Inc., Gary, Ind.;  **WILLIAM C. SCHMIDT**, executive vice president, and **EDWIN LEOPOLD**, in charge of the structural department, Cincinnati Butchers' Supply Co., Cincinnati; **JAMES V. BRADLEY** and **JOHN E. STEWART**, Stark, Wetzel & Co., Inc., Indianapolis; **JOHN L. SZEKAI**, H. J. Mayer & Sons Co., Inc., Chicago, and **CHARLES NEGLEY**, **GEORGE MUELLER**, **JOSEPH RIXNER**, **NICOLAS THEIL**, **JOHN EGLSEDER**, **ROBERT ANDERSON**, **EDWARD REICHERT**, Mrs. **MINNIE PABST**, **ERNEST ERBS** and **CHARLES DERGAN**, The H. H. Meyer Packing Co., Cincinnati.

Burns & Co., Ltd., Calgary, Alta., will manufacture and sell Spam in Canada under arrangements completed recently with Geo. A. Hormel & Co., Austin, Minn. Because of the tariff, Hormel has been unable until now to sell the canned luncheon meat profitably in Canada. Burns is using extensive newspaper, magazine, radio and television advertising to announce its new product.

An award for exceptional service to his nation has been bestowed upon **W. GORDON SHARP**, director of Armour and Company, Ltd., in London. Queen **ELIZABETH** awarded to him the Order of the British Empire. A director of the London organization since 1942 and head of the fresh meats unit since 1925, Sharp long has been a leader in English food associations. During World War II, he was active in the Ministry of Food, helping distribute Britain's limited supply of meat. In 1950 he became chairman of the London Wholesale Meat Supply Association and later became a member of an advisory committee handling the transfer of meats from government to private hands when meat rationing ended a year ago in England.

New address of the American Sheep Producers Council, Inc., is Railway Exchange bldg., Suite 520, Seventeenth and Champa street, Denver 2, Colorado.

**PATRICK E. GORMAN**, secretary-treasurer of the Amalgamated Meat Cutters and Butcher Workmen of North America, will receive the annual citation of the Jewish Labor

## Young Omaha Beef Plant is Forging Ahead

Built on a side hill close to the southern edge of the Omaha stockyards, the fast-growing O'Neill Packing Co. this year completed a new two-story addition and is planning more expansion in the near future.

Probably the only packinghouse in the country with a large picture window on the loading dock to enhance appearance and provide inner



light, the company started operations in the new one-bed federally inspected beef plant only three years ago. The structure was carefully laid out by owner and manager **JAMES F. O'NEILL** and the architectural firm of Willis Regier, Omaha, to permit future enlargement with minimum inconvenience and expense.

Both old and new parts of the structure are built as a concrete skeleton frame and the walls can be moved at any location to permit expansion in any direction. The outer walls are of brick veneer and inner surfaces are finished in white glazed tile with red mortar joints.

Since it is built on a side hill the plant has two floors at grade. Receipt of cattle and loading out of carcasses are handled on the upper level, while hides and by-products are shipped from the lower floor without the need for any vertical movement.

This year's addition includes a 20 ft. x 68 ft. beef cooler on the first floor and dry storage room, an enlarged engine room and employees' welfare room in the basement. Plans for future construction, to be started as soon as possible, include a 60 ft. x 60 ft. holding cooler and 20 ft. x 40 ft. dock for truck loading.

On the killing floor, where weekly slaughter of 550 beef has been increased to 800 head in five days, 18 men dress out 22 cattle an hour. Fifty carcasses can be loaded in 20 minutes from the shipping dock.

Committee of Chicago for his work in behalf of civil rights. The citation will be presented at a testimonial dinner November 29 in Chicago.

What can be done to foster better relations between agriculture and industry in Alabama for their mutual benefit was the topic of a panel discussion by an agriculture-industry team at the annual meeting of the Associated Industries of Alabama in



**J. F. O'NEILL** and sales manager **Gus Riva** inspect carcasses before shipment.

Birmingham. **WILLIAM KLING**, president of Valley Pride Packing Co., Huntsville, represented the meat packing industry on the panel.

**BERT N. LACEY** of the Cudahy Packing Co., North Salt Lake City, has been elected to the board of directors of the Transportation Club of Salt Lake City.

**C. C. RICKHOFF**, credit manager of the Rath Packing Co., Waterloo,

You'll profit more in '56 with  
**E-Z FIT STOCKINETTES**  
 For Quality and Economy  
 Order Your Supply Now

**ALLIED ✓**  
 ALLIED MANUFACTURING CO.  
 DES MOINES IOWA

LET US  
 DO YOUR  
 WORK

**BELASKAS AND ASSOCIATES**

MEAT INDUSTRY ARCHITECTS  
 AND ENGINEERS

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The famous "314" line of Summer Sausage  
 has been building packer-profits for years.

We invite you to cash in on our long experience.

SALAMI and THEURINGER CERVELAT

Chas. Hollenbach, Inc. is the oldest  
 and largest exclusive manufacturer  
 of dry sausage in the country.

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**HOLLENBACH**  
 INC.

CHICAGO 8, ILLINOIS

PORK • BEEF • LAMB • VEAL  
 CANNED MEATS  
 COMMERCIAL SHORTENINGS  
 NATURAL CASINGS • DRY  
 SAUSAGE • LARD FLAKES

THE RATH PACKING CO., WATERLOO, IOWA

**Rath**  
 BLACK HAWK  
 MEATS  
 FROM THE LAND O CORN

Iowa, served as general chairman of the 32nd annual Tri-State Credit Conference at Waterloo, which was attended by more than 200 credit men from companies in Iowa, South Dakota and Nebraska.

GEORGE A. BUTTS, president and general manager of Winslow Bros. & Smith Co., Boston, retired recently after more than 40 years of service with the wool and sheep leather firm, which is a subsidiary of Armour and Company. Butts has been succeeded by JAMES H. STANNARD, former executive vice president and assistant general manager.

Swift and Company, Chicago, has introduced strained sugar-cured ham for babies and chopped sugar-cured ham for juniors. The new product will be packed in the regular 3½-oz. jar, 24 to the case, and sell at the same price as the rest of the company's meats for babies line.

Coast Packing Co., Los Angeles, is planning to increase its consumer promotion in all media. Television sponsorship will feature filmed commercials which salute supermarkets in the Southern California area that carry the firm's Ol' Smokey brand meat products. Radio and trade publication advertising also will be stepped up.

Fire, believed caused by spontaneous combustion, destroyed the grain storage house of Independent Meat Co., Inc., Twin Falls, Ida.

Smokey Joe's Food Co., South Pasadena, Calif., has added to its line of frozen barbecued sandwiches with pastrami sandwiches on french rolls. Each package contains two sandwiches with Smokey Joe's sauce.

**City Wants to Check Plans**

The Los Angeles city health department wants to develop an ordinance making the checking of plans for new food establishments and permanent equipment for such establishments a mandatory and legal requirement. The health department has requested the food sanitation committee, a non-government advisory organization composed of food industry representatives, to work out plans for such an ordinance.

**Correction**

In the NP of October 13, the man being shown the proper handling of the new Remington stunning instrument in the photo at the top of page 98 was misidentified as Dr. M. R. Clarkson. Instead, he is Rutherford T. Phillips, executive director of the American Humane Association.

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## New Armour Line Expands Vending Machine 'Menu'

A hot meal at the drop of a coin, the newest in automatic merchandising, is becoming a reality in an ever-increasing number of industrial plants and offices.

To the vending machine "menu" of coffee, pastry, sandwiches, milk, cold beverages, candy, cigarettes and soups, Armour and Company, Chicago, recently added a line of canned meals that includes corned beef hash, chili with beans, beef stew and spaghetti with meat.

Packed in single serving 8-oz. tins, the Armour products are especially



HOT LUNCH of chili con carne is selected from new Armour line by Mary Suczylac at Baltimore and Ohio railroad car service shops in Chicago.

formulated to withstand 150° heat maintained in the hot food machines.

At mid-1956, according to *Vend* magazine, there were 800 hot food vending machines in operation. By the end of the year, the magazine estimates, there will be in excess of 25,000 hot food units in the field. The vending machines are also beginning to appear in schools, diners, fountains and other quick meal establishments.

A typical installation is the canteen at the Baltimore and Ohio Railroad car service shops in Chicago where three shifts of employees are fully serviced by vending machines. A Canteen hot foods machine provides a choice of the four Armour items. The machine has a total heated capacity of 240 cans.

In operation, the customer selects his hot meal from an appropriate product description. He deposits the coin, pulls a knob, and the heated can is delivered immediately. A can opener is provided near the machine, and a napkin and a spoon are supplied. Thus, quickly and efficiently, hot food is served in a sanitary container at any time of the day or night.



**NEW, low cost  
AVERY  
food  
packaging  
labels**

### 10 POPULAR SIZES PRINTED TO ORDER

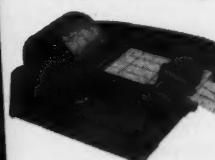
—deliveries twice each month!

Meats, produce, delicatessen and special sale items—ALL are labeled faster, easier and neater with Avery pressure-sensitive labels. They require no moistening...no heat, stick *instantly* and *permanently* with a mere fingertip pressure.

Each label is individually die-cut on rolls, ready for instant use. There's no sorting of loose, messy, or shopworn labels.

With Avery pressure-sensitive labels, you can easily and quickly cover up obsolete information and reduce pre-printed packaging and label inventories. Avery runs special food labels twice each month...ships them in quantities geared to your needs. These huge quantity runs...your own labels plus many others...assure highest quality and definite savings for you.

You'll save time and money by using Avery food packaging labels for product identification, price marking, special promotions and other labeling needs. Mail the coupon today for *free* samples and complete details.



Avery label dispensers  
...either manual or  
electric...give fast, clean,  
economical labeling.  
There are no expensive  
equipment costs.

**AVERY ADHESIVE LABEL CORP. DIV. 136**  
117 Liberty St., New York 6 • 608 S. Dearborn St.,  
Chicago 5 • 1616 S. California Ave., Monrovia, Calif.  
• In Canada, 207 Queen's Quay West, Toronto 1, Ontario  
Offices in Other Principal Cities

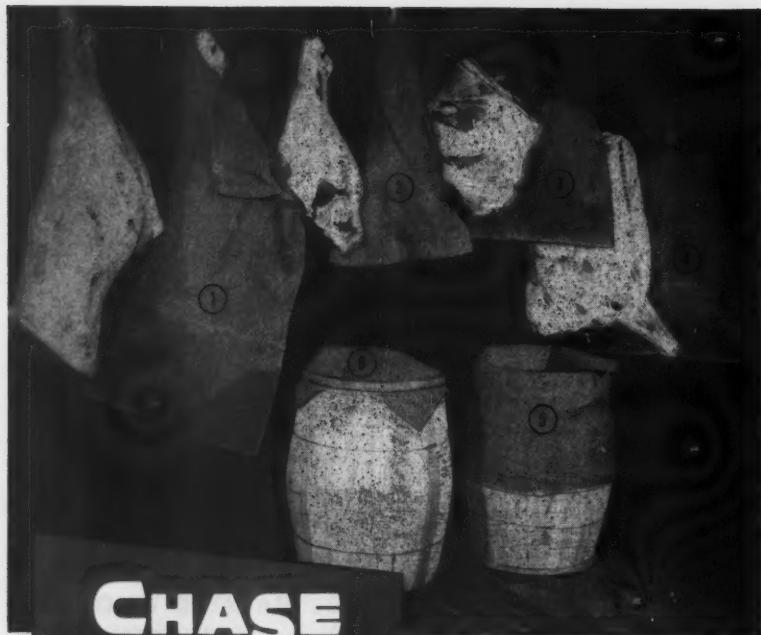
Please send *FREE* samples and complete information on Avery food packaging labels.  
 Have the Avery label man call.

Name \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_



## CHASE

supplies packaging  
materials for  
anything but the "MOO"

Yes...  
there's a type and size of  
convenient Chase Packaging  
for every meat-packaging need:

1, 2, 3, and 4 are made of 25-lb.,  
35-lb., or 45-lb. quality crinkled-  
kraft, either 15% or 33½% stretch  
—unwaxed, regular-waxed, medium-  
waxed, or heavy-waxed.

### Top Service Selective Economy

Chase Barrel Liners are 25-lb.,  
35-lb., or 45-lb. 33½% stretch  
crinkled-kraft in the above choice  
of waxings. Barrel covers consist of  
two sheets of 90-lb. crinkled kraft  
or one sheet each of kraft and  
burlap, securely laminated with vege-  
table adhesive.

#### AUTHORIZED DISTRIBUTORS

Phil Hantover, Inc., Kansas City Mo.  
Wally Gould & Company, Los Angeles, Cal.

1. Hind-Quarter Covers
2. Round Covers
3. Chuck Covers
4. Fore-Quarter Covers
5. Barrel Liners
6. Barrel Covers

### Other popular Chase "Packages"

*Polytex Bags* for ground beef,  
liver sausage, corned beef...  
*Multiwall Kraft Bags* for tank-  
age, meat scrap...  
*Cotton Bags*,  
lined or unlined, for sausage.  
All meet U.S. Department of  
Agriculture Specifications, and  
attractive prices include trans-  
portation.

For further information on Chase  
products and services, see the 1956  
*Purchasing Guide for the Meat In-  
dustry*, page <sup>K</sup><sub>Ch</sub>.

**CHASE**  
**BAG** COMPANY

General Sales Offices: 309 W. Jackson Blvd., Chicago 6, Illinois  
32 Branch Plants and Sales Offices Coast-to-Coast

### KIMPA to Act on Revision Of Inspection Law Nov. 18

Special action toward revision of the Kansas state meat inspection law will be taken by the Kansas Independent Meat Packers' Association at its next meeting, Sunday, November 18, Robert McLeod of McLeod Packing Co., Inc., Valley Falls, secretary of the association, has announced. The meeting will be held at the group's headquarters in the Broadview Hotel, Emporia.

One of the main goals of the new Kansas association has been to obtain state meat inspection fully paid for by the state as a public service owed to its citizens, just as federal inspection is financed by the federal government.

The newly proposed Kansas brand law that will be presented to the 1957 legislature and new federal brucellosis eradication regulations were explained to KIMPA members at a meeting in Emporia October 28 by A. G. Pickett, the livestock sanitary commissioner for the state of Kansas.

Because of the severe drought in Kansas and the unprecedented movement of cattle from farms and ranches, many regions of the state are expected to be forced to import their winter's kill from neighboring areas, such as Nebraska. The KIMPA group felt that slaughter permits should be issued to packers who must purchase their supplies outside the state and that the federal brucellosis eradication rules discriminate against state-inspected plants in that they require testing of all female cattle destined for other than federally inspected plants.

A letter explaining the Kansas packers' views, but pledging full cooperation in the federal brucellosis eradication program, was sent by KIMPA to Secretary of Agriculture Ezra Taft Benson.

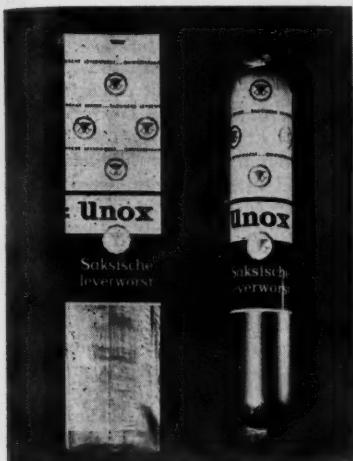
### Casing Used by Dutch Firm Wins Top Packaging Award

A new Saran casing used by a Dutch packing company for packaging liverwurst has been awarded first place in the 1956 national flexible packaging competition, film, bags and pouches classification, held at Lake Placid, N. Y. The contest was sponsored by the National Flexible Packaging Association and the *Paper, Film and Foil Converter*.

The casing was designed and manufactured by Tee-Pak, Inc., Chicago, for Hartog Fabrieken of Oss, Holland, for the company's Unox brand of liverwurst. Hartog Fabrieken, a subsidiary of Unilever, the parent organization of Lever Brothers, is one

of the largest meat packing plants in Holland.

The package was manufactured under Tee-Pak's patented Unilox printing method in which the ink is placed between two layers of Saran,



PRIZE CASING, before and after stuffing.

thus protecting the ink from abrasion and preventing it from coming into contact with the product. The double layer casing also makes possible longer shelf life because it prevents moisture loss. The casing is printed in four colors: white, green, red and metallic gold. Tee-Pak introduced metallic colors in ready-to-serve meat casings about a year ago.

Packages entered in the contest were rated on design, typography, color, copy, printing, protection characteristics and on their merchandising qualities.

#### Food Marketing Costs Are Higher This Year—USDA

Food marketing charges are running higher in 1956 than last year and probably will increase further in 1957, the USDA reported recently.

In a survey of the marketing and transportation situation, 1957 outlook issue, the USDA said that "the farmer's share of the consumer's retail food dollar during the coming year may not be much different from the average estimated for this year—40c."

The total bill for marketing domestic farm food products bought by civilian consumers was estimated by the USDA at \$29,000,000,000, 4 per cent more than in 1955. The volume of products marketed and unit marketing costs each increased 2 per cent from 1955 to 1956, the Department added.

Most of the increase in marketing costs resulted from higher costs incurred by marketing firms, according



Photo Courtesy

## SAVE IN PRODUCT HANDLING...



CORRUGATED AND SOLID FIBRE BOXES  
FOLDING CARTONS • KRAFT PAPER & SPECIALTIES  
KRAFT BAGS AND SACKS

*Want to cut your costs of in-plant handling, warehousing or loading? Here are two ways that Gaylord containers can help you do the job:*

*Speed up!* Sturdy, resilient Gaylord boxes are engineered to stand up under fast handling by modern, high-speed equipment.

*Save space!* Precision-made Gaylord containers are dimensionally "true." They stand straight and solid...even when stacked high.

*For containers to promote profit-saving product handling in your plant, call your nearby Gaylord sales office today.*

GAYLORD CONTAINER CORPORATION • ST. LOUIS

DIVISION OF CROWN ZELLERBACH CORPORATION

# The EFFICIENT, LOW-COST CUTTERS FOR SMALLER PLANTS!

Get a bigger share of the profitable sausage, lunch meat and wiener business!



Model 1773  
165-Lb. Capacity

KOCH

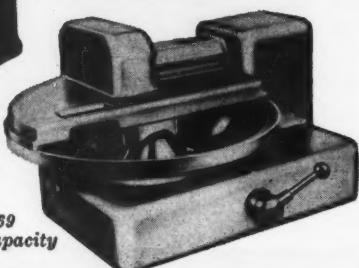
## SILENT CUTTERS

Koch is meeting the demand of smaller plants for high-speed production silent cutters with capacities of 65 to 375 lbs. This complete line of modern, precision-built, imported Silent Cutters offers years of trouble-free service. You get high output with minimum temperature elevation. All working parts are completely enclosed. Safety cover cannot be raised when motor is in operation. Smooth operation is assured with ball bearings on knife shaft and bowl spindle. Designed for easy cleaning and maintenance. Convenient Alemite lubrication. *Require no expensive wiring installation.*



65-LB. CAPACITY CUTTER  
This unit available in both bench-type and pedestal models. Low-cost and space-saving. Silent, smooth ball bearing operation. Convenient Alemite Lubrication.

Model 1769  
65-Lb. Capacity



375-LB. CAPACITY CUTTER  
Features automatic batch unloader and four knives. Convenient one-shot lubrication! Safety cover for maximum protection.

• • • • • Koch Supplies • • • • •

2518 Holmes St.

Kansas City 8, Mo.

Phone: Victor 2-3788

to the report. Average hourly earnings of employees are generally higher than last year, and increases also have occurred in costs of packaging materials, machinery and other items bought by marketers.

The USDA found that total profits of corporations processing farm products were larger in the first half of 1956 than in the same 1955 period and that average profit ratios of such firms were higher in 1955 than in other recent years.

The volume of farm products to be marketed in 1957 is expected to be near the large volume of this year and consumer spending for food probably will continue at high levels, the USDA said.

"Prospects appear favorable for further substantial increases in the output of frozen foods" as a result of increases in population, consumer incomes and the demand for convenience foods, the Department reported.

### Food Chains Dramatize Low Profit With 'Penny Day'

Shoppers throughout the country who visited chain supermarkets and food stores on Thursday, November 8, received with their change a single penny in a small envelope bearing a printed message explaining that the penny approximates the chain's net profit on each dollar of sales, John A. Logan, president of the National Association of Food Chains, announced.

Logan said the "Penny Day" event, the first nationwide cooperative effort of its kind ever staged by the industry, was designed to dramatize the chains' theme, "Feeding Millions for a Penny," by showing customers the narrow margin of profit on which food chains operate.

When a recent survey showed that housewives in 12 cities believed the food chain store's profit to be 19c on each dollar of sales, with some guesses ranging as high as 50c, the chains decided on a plan to drive home their penny profit story by face-to-face contact with their customers over their own check-out counters, Logan explained.

He said the penny change envelope stressed the fact that food chains use more than 98c of each sales dollar to buy merchandise and to pay salaries, rent, utilities, equipment, taxes, etc., and that their 1.2 per cent profit margin is possible only because of self-service, cash-and-carry, large volume, fast turnover, constant vigilance over costs and ever-greater efficiency. Figures were collected by the National Association of Food Chains in cooperation with the Harvard School of Business Administration.

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## Armour Offers New Growth Promotant for Ruminants

A new chemical, made from fatty acid derivatives and other chemicals, is being offered by Armour and Company, Chicago, as a growth promotant for beef cattle, lambs and calves. Feeding tests to date have shown that this product, called Dynafac, boosts the growth rate of ruminants from 10 to 15 per cent.

Dynafac has been designated as a "chemobiotic," and the active ingredient of the formulation is tetra alkylammonium stearate. This product has been hailed as an effective control for pig scours.

It is mixed at the rate of 1 lb. per ton of feed in feeding cattle and sheep. The product soon will be available in quantity throughout the United States, with distribution handled by McKesson & Robbins, Inc.

## Export Trade Meetings to Explain U. S. Assistance

The USDA has scheduled a series of meetings with exporters and others interested in export trade in U. S. agricultural products. First of the meetings will be held November 8-9 in New York City, with later ones set for Boston, Philadelphia, New Orleans, Chicago, San Francisco and Portland, Ore.

Purpose of the gatherings is to provide an opportunity for those engaged in export trade in agricultural commodities to acquaint themselves with existing government programs and facilities for expanding markets abroad. Arrangements are being made jointly by the Commodity Stabilization Service and the Foreign Agricultural Service.

## ICC Sets Regional Hearings On Proposed Demurrage Hike

The Interstate Commerce Commission has scheduled several regional hearings on the railroads' proposal to increase freight car demurrage charges, the penalty charges made to shippers for holding cars more than two days.

The first hearing is scheduled for November 19 in Washington, D. C. The other dates and places are: Atlanta, State Public Service Commission office, December 4-5; Dallas, Baker Hotel, December 6-7; San Francisco, Federal office bldg., December 10-12, and Highland Park, Ill., Hotel Morraine, January 8-11.

After shipping interests protested the higher charges proposed several weeks ago, the ICC ordered present rates continued pending investigation.



## CUSTOM STEAK TENDERIZER

***is available for use  
everywhere!***

More than 10 years of use in hundreds of plants throughout the country have proved that Custom Steak Tenderizer gives frozen steaks a bright, delicious flavor and tenderness that results in repeat sales. It brings out the full flavor of the steaks . . . does not add any other flavor to them.

Custom Steak Tenderizer *never* makes steaks soft or "mushy." Meat stays pleasantly firm, yet is not tough or chewy. The tenderizer is easy and inexpensive to use . . . but it *will* produce increased sales for you because your cubed, sandwich and other types of frozen steaks will please your customers more than ever before.



Now approved by the federal Bureau of Animal Industry. Custom Steak Tenderizer is available for use in all plants. Simply write us to have your Custom Field Man call and give you an actual working demonstration.

*Ask about the many other famous Custom Products, too. They can do much to increase your business . . . and your profits.*

**Custom FOOD PRODUCTS, Inc.**

701 N. WESTERN AVE. • DEPT. NP11-106 • CHICAGO 12, ILL.

## USDA Says P.L.480 Purchases To Have Meat Specifications

The U. S. Department of Agriculture has announced that future purchase authorizations issued for various meat products under the Title I, Public Law 480 program will contain, in the special provisions of such authorizations, the specifications applicable to the various meat products.

The department also advised suppliers that in order to be eligible for financing under the Title I program sales contracts with importers must not be entered into until on or after seven (7) calendar days after the issuance of the authorization, and such contracts must be based on the specifications contained in authorizations issued for meat products.

### Total Cold Space Larger, Meat Area Down Since 1953

Refrigerated warehouse capacity in the United States on October 1, 1955 amounted to 813,000,000 cu. ft., the Agricultural Marketing Service has reported. This capacity represented an increase of 65,000,000 cu. ft. since the last survey two years previous and revealed a ten-year growth of 167,000,000 cu. ft. since 1945.

Refrigerated storage space at pub-



JUDGED BEST trucklot hogs at National Barrow Show, these ten Hampshires brought \$25 per cwt. for their owner, George McGuire (right), of McGuire Hampshire Farms, Wisner, Nebr. Geo. A. Hormel & Co., Austin, was the purchaser. Hogs weighed a total of 1,900 lbs. McGuire also received \$499 in premiums for the animals, which won out over 29 truckloads in the purebred division and the champion of crossbred 48 truckloads.

lic establishments for various commodities has grown steadily since 1937, reaching a total capacity of 498,599,000 cu. ft. on October 1, 1955. Refrigerated storage space at meat packing plants, on the other hand, has fallen off sharply in the same period, declining to 68,568,000 cu. ft. on October 1, 1955 from 309,-

642,000 cu. ft. on the like 1937 date.

The drop in meat packing plant cold storage space since the early days of the surveys was said to be due in part to reclassification of some space and the exclusion of smoking and curing rooms, etc., and to abandonment of such storage space in certain geographic areas.

## CERTIFIED FOOD COLORS

INDUSTRY'S STANDARD  FOR OVER 100 YEARS

REPLACEMENT FOR  
F.D. & C. ORANGE 1  
"HERCULES"  
Casiline Orange  
"HERCULES"  
Repoline Orange

### CASING COLORS

No. 2 Cherry Red  
Primary Strength  
LIGHT SHADE  
"CLIMAX" Cherry Red  
Primary Strength  
MEDIUM SHADE  
"ZENITH" Cherry Red  
Primary Strength  
DEEP SHADE

### VEGETABLE COLORS

A 723  
Casing Color  
A 101  
"CENTURY" Color  
Vegetable Liverwurst Color

We Invite You TO CONSULT OUR SPECIALISTS ON  
ANY FOOD COLORING PROBLEMS

ORDERS ACCEPTED DIRECT OR THROUGH YOUR JOBBER

FIRST PRODUCERS OF CERTIFIED COLORS

**H. KOHNSTAMM & COMPANY Inc.**

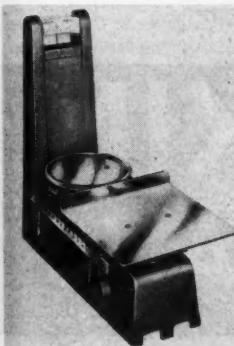
ESTABLISHED 1851

89 PARK PLACE, NEW YORK 7 • 11-13 E. ILLINOIS ST., CHICAGO 11 • 2632 E. 54 ST., HUNTINGTON PK., CALIF.  
BRANCHES IN OTHER PRINCIPAL CITIES OF THE U.S.A. AND THROUGHOUT THE WORLD

# NEW EQUIPMENT and Supplies

**SELL-F-ADHESIVE LABELS (NE 346):** Designed for the food industry and dispensed automatically or manually in roll tape form, a new series of 10 stock size labels is available from Avery Adhesive Label Corp. The labels can be printed or designed to customer specifications and contain the following information: brand name, price data, trademark, instructions, guarantee and special promotional material.

**OVER-UNDER SCALES (NE 354):** End tower model scales, said to be engineered expressly for greater speed and accuracy in check-weighing operations are being manufactured by Pennsylvania Scale Co. Scale models come in three



capacities, 3, 5 and 10 lbs. Bases and housings are of high impact strength aluminum alloy and a wrap-around dome window at the end tower makes for easy readability at eye level. Scales are designed to withstand temperature variations from 20 deg. to 120 deg. F. with no change in indicator position or in calibration.

**ODOR CONTROL (NE 353):** Elimination of sanitation odors in sewage disposal plants, raw sludge storage tanks, grit bars, sand filter beds, effluent, garbage disposal dumps, sewers, trucks and other odor sources is possible now with the use of

"Cifon," according to Fine Organics, Inc.

**CAB-OVER ENGINE TRUCKS (NE 355):** Eight additional six-wheel truck



models, powered by three new heavy-duty truck-type V-8 engines to provide quick power, are available from International Harvester Co. Gross vehicle weights range from 30,000 to 41,000 lbs. and each series is available in 192, 147 or 165-in. wheelbase. Units are powered by a V-461 engine with a V-549 available optionally.

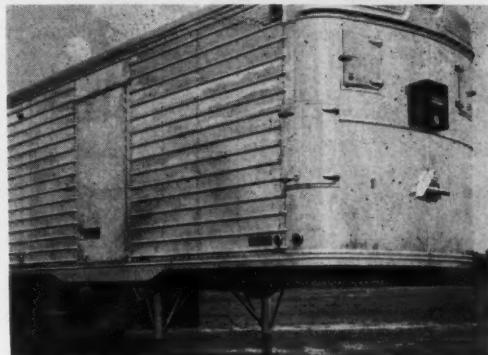
**HEAVY-DUTY GRINDER (NE 359):** A heavy-duty grinder with a capacity of up to 2,500 lbs. is available from Koch Supplies. Mashing, churning, tearing and heating are said to be prevented by a new type worm and cylinder. The cabinet has a perforated stainless



steel back panel and open bottom to keep the 3 hp. motor cool. The unit comes in a floor model with stainless steel legs, or enameled legs and a bench model.

**SODIUM ISOASCORBATE (NE 357):** This material is now being offered to the meat packing industry as a curing aid and antioxidant by the Wallerstein Company, Inc., New York, under the trade name of "Curona." Manufactured by a special process, the dry

**LIGHTWEIGHT REEFERATOR (NE 358):** A new "Reeferator," utilizing a combination of mechanical refrigeration with a special new-type ice bunker,

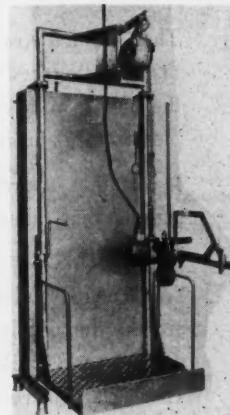


is manufactured by Dorsey Trailers. In operation, cold air forced by blowers inside the ice bunker is distributed over the load through overhead ducts and is drawn back into the bunker through openings at the bottom. The evaporator is thermostatically controlled and maintains temperatures within 3 degrees. With a dry ice booster in the bunker, the trailer with standard 3-in. insulation, will hold temperatures down to -10 deg. Primary refrigeration is supplied by a Tru-Kooler condensing unit.

powder is said to be stable at room temperature, soluble in water, colorless in solution, and neutral in taste. According to its manufacturers, the isoascorbate can economically replace sodium ascorbate or ascorbic acid to improve and speed up curing action to protect the color and quality of meat and meat products.

**HYDRAULIC ELEVATING PLATFORM (NE 356):** A swinging saw bracket which ascends and descends with the floor-mounted platform for use in splitting, washing and shrouding beef operations has been added to the unit available from Le Fiell Co. The bracket is said to enable the worker to move the saw aside when not in

use and to eliminate fatigue. The elevating platform is designed for use with a sin-



gle rail system and involves little installation. The standard size non-slip platform is 33 x 42 in. but other sizes are available.

Use this coupon in writing for further information on New Equipment. Address the National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only (11-10-56).

Key Numbers .....

Name .....

Company .....

Street .....



## This is how I like to receive my meat!

The Crinkled Kraft Meat Covers prevent discoloration, reduce shrinkage and keep the meat sanitary. The neat appearance pleases me—and my customers, too!

I certainly appreciate the interest my supplier has taken to provide this extra protection.

"ARKSAFE" Crinkled Kraft Meat Covers are the inexpensive way to protect your product and build customer good-will. There's a construction and size in stock for quick shipment for every cut of meat.

### ARKELL SAFETY BAG COMPANY

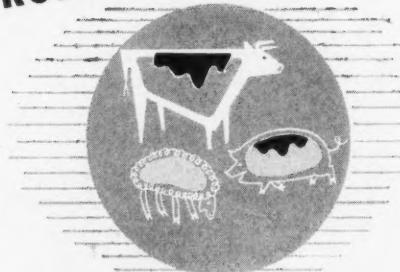
(Est. 1896)

10 E. 40th St., New York 16, N. Y. • 6345 W. 65th St., Chicago 38, Ill.

Plants: Chicago, Ill. • Newport News, Virginia



## PRODUCT PLANNED CANS



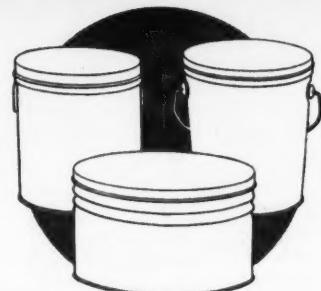
### FOR LARD AND MEAT



## HEEKIN CANS

PRODUCT  
PLANNED

since 1901



IF competition demands that your product go to market in the *metal package* that is most profitable for you, you should know the story of *Heekin Product Planned Cans* for meat or lard. Call Heekin for the metal package . . . either plain or lithographed . . . that is product planned for your products and your profit.

THE HEEKIN CAN CO. PLANTS IN OHIO, TENNESSEE & ARKANSAS  
SALES OFFICES: CINCINNATI, OHIO; SPRINGDALE, ARKANSAS

## Meat Purveyors Convene

[Continued from page 45]

pected to have the latest equipment and sanitary facilities and described such treatment as unfair.

How long should a piece of beef be aged? Purveyors agreed that 10 days is about the maximum required for good flavor. Opinions on humidity and temperature needed to hold the beef firm without excessive shrinkage varied somewhat. A number of operating relationships were offered: 32° F. and 90 per cent relative humidity; 33° F. and 88 per cent relative humidity; 35° F. and 87 per cent relative humidity, and 36° F. and 86 per cent relative humidity.

The association appointed Hy Tanbaum chairman of a committee to draw up specifications for common beef cuts. It is hoped that these standards will help the industry sell public feeders and facilitate trade among purveyors.

**PRICING:** Proper pricing was another topic which received detailed consideration. C. V. Olmstead, manager of the food service division, Armour and Company, reviewed the bases of sound pricing in a hard-hitting report. A business can make a profit only when its selling price is right. He disagreed with the idea that buying makes money; sales alone bring cash into the till.

The selling price should be figured as a margin and not as a markup. Failure to use the margin technique frequently results in business failure. Margin is referred to as a percentage of the sales dollar and, as such, it can be compared with selling expense, rent, etc. Margin is directly related to the sales dollar while markup is related to merchandise cost. The two methods give different results in establishing selling prices.

To figure a desired margin simply divide the cost by the difference between the desired percentage margin and 100 and then multiply by 100. The result is the selling price including the desired margin.

Cutting tests should be used as a guide in pricing every pre-cut and fabricated item. The cutting test should be an actual one and not a rule-of-thumb guess. Tests properly made can be useful guides at all times and enable management to determine whether a sale will be profitable. An Armour cut-out form, which includes a handy conversion table, is illustrated at the right.

In giving his views on proper pricing, Abner Michaud, president of A. Michaud Co., Philadelphia, emphasized the need for knowing all costs and asserted that all too frequently

the purveyor sells his meat and gives away his services. Michaud believes that costs for each cut should be broken down into labor, overhead, packaging, delivery and selling expense in cents per pound.

Diversification, if it is properly planned, can be profitable for the meat purveyor, according to Stanley Feldman, vice president of Ruechert Meat Co., St. Louis. He cited the example of his own firm which was founded in 1884. Through a planned diversification program it has added a sausage kitchen, a canned chili line and a frozen meat department. It formerly had a home freezer department which was discontinued because the space was needed for the frozen meat operation. He noted that many meat purveyors fail to carry a logical extension into poultry.

In determining the nature and desirability of the diversification, the following should be used as guides: 1) The manufacturing profit should be captured; 2) The diversified item should carry the purveyor's brand; 3) It should be tailored to the needs of specific customers; 4) It should be capable of being manufactured in the purveyor's plant; 5) The item should

not be obtainable from competitors.

Melvin Salomon, Allen Bros. Inc., Chicago, chairman of the insurance committee, reported on the success of the Chicago section in group insurance. He stated that for life, hospital and surgical coverage in which 18 companies participate, a refund has been secured during the last year which has lowered the premium by 8.3 per cent. Likewise, the liability coverage premium has been reduced from 2.1c to 1.13c per \$1,000 of sales.

In reports from local association chairmen, two points stood out:

1. There is a tendency on the part of some customers to use the purveyor's credit for financing; some accounts demand 120-day credit.

2. The unions are increasing their demands for fringe benefits such as paid time for funerals, guaranteed overtime and birthdays.

Peter Petersen, Petersen-Owens Inc., New York, stated that a major meat company in the New York area has inaugurated a fee system on deliveries. The fee is \$1 on an order under 200 lbs. and 40c for each additional 100 lbs. In the first month \$68,000 was collected and the industry is watching this venture.

## CUTTING AND PRICING TEST

ITEM \_\_\_\_\_

DATE \_\_\_\_\_

ITEM PRODUCED \_\_\_\_\_ AVG. OR PORTION SIZE \_\_\_\_\_

PRODUCED FROM: \_\_\_\_\_ GRADE \_\_\_\_\_ AVG. \_\_\_\_\_

### A) TOTAL WEIGHT AT TIME OF TEST

TEST RESULTS	1 Actual Weight (See Note)	2 % of Weight (Line A)	3	4 COST PER CWT. \$
--------------	-------------------------------------	---------------------------------	---	--------------------------

CREDITS:	#	%	\$	\$
----------	---	---	----	----

CUTTING LOSS AND SHRINK	#	%	\$	\$
-------------------------	---	---	----	----

B) TOTAL CREDITS	#	%	\$	\$
------------------	---	---	----	----

C) NET MEAT COST OF TEST ITEM	#	%	\$	\$
-------------------------------	---	---	----	----

D) YIELD AND COST PER CWT. TEST ITEM	#	%	\$	cwt. (Divide CxD)
---	---	---	----	----------------------

TOTAL	#	%	\$	
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### CONVERSION TABLE

1 oz. = .062
2 oz. = .125
3 oz. = .187
4 oz. = .25
5 oz. = .312
6 oz. = .375
7 oz. = .437
8 oz. = .50
9 oz. = .562
10 oz. = .625
11 oz. = .687
12 oz. = .75
13 oz. = .812
14 oz. = .875
15 oz. = .937
16 oz. = 1.00

### TIME AND LABOR DETAIL

Start	Finish	Minutes	
Minutes	×	No. Men	Minutes
Minutes	+	Min.	Minutes
Minutes	×	Per Min. = \$	
Minutes	×	Hourly Rate Plus Fringe ÷ 60	
\$	÷	Weight of Test Item 100	\$
Cost per lb.	×	Cost per lb.	Cost per lb.

### EXPENSES PER CWT.

Labor to Produce	\$
Packing	\$
Operating Overhead	\$
TOTAL Finished Cost	\$
% PROFIT Margin	\$
SELLING PRICE	\$

\* Use CONVERSION TABLE to post ounce weights as decimal in weight column (1)

# A NEW CAN-PAC SYSTEM FOR SMALL PACKERS BY GLOBE

## CAN-PAC FLOOR PLAN

Capacity: 15 to 40 cattle per hour.



## KEY TO OPERATORS

1. Drive, pen and knock cattle
2. Shackle and help knock
3. Stick and scalp
4. Tag and cut off heads, dehorn and flush
5. Skin and break right leg, butt, transfer and remove shackle
6. Skin and break left leg, butt, and insert second trolley
7. Skin and remove front feet, clean weasand, open brisket
8. Rim over, clear and skin shanks, neck and chuck, saw briskets
9. Rump, pull tails and drop bungs
10. Skin flanks, split aitch bone, clear rosettes and pull hide
11. Pull fells, back and drop hide in chute
12. Eviscerate
13. Remove viscera from inspection table
14. Splitting
15. Bruise trimmer
16. Washing
17. Scale, grade and scribe
18. Shrouding
19. Help shroud and place in cooler
20. Trucking and janitor

- ★ Takes up less space
- ★ Uses less equipment at lower cost
- ★ Gives higher production with less men
- ★ Produces 15 to 40 cattle per hour

At last it is possible for the smaller packer to get the advantages of a completely conveyorized Can-Pac killing floor operation at a greatly reduced cost over the larger capacity layout of the regular Can-Pac method. By combining jobs on the killing floor, up to 40 cattle can be dressed per hour with only 20 men.\* Floor requirements, depending on the shape of the available space, can NOW be as low as 1500 sq. ft. in area. This makes it entirely possible to install a floor of this type in an already existing 2 or 3 bed floor. Thus expensive, time consuming building alterations are avoided and an economical, efficient Can-Pac installation can be arranged.

\*This does not include viscera or head work-up.

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Representatives for South America: C. E. Halaby & Co. Ltd., 166 East 66th St., New York 1, N.Y., U.S.A.

# ALL MEAT... output, exports, imports, stocks.

## Meat Production At 10-Month High

Production of meat under federal inspection for the week ended November 3 amounted to 462,000,000 lbs., the largest weekly volume in about ten months. This amount was 2 per cent larger than the 455,000,000 lbs. produced in both the previous week and the corresponding period a year earlier. Cattle slaughter, about the same as for the week before, was 4 per cent larger than last year. Slaughter of hogs, up 3 per cent for the week, was a shade smaller than a year ago. Slaughter of both calves and sheep was larger than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK		TOTAL MEAT PROD. MIL. LBS.
	Number M's	Production MIL. LBS.	Number M's	(Excl. lard) Production MIL. LBS.	
Nov. 3, 1956	423	223.3	1,560	202.2	
Oct. 27, 1956	423	224.2	1,519	191.7	
Nov. 5, 1955	406	213.4	1,575	208.6	
Week Ended	VEAL		LAMB AND MUTTON		
	Number M's	Production MIL. LBS.	Number M's	Production MIL. LBS.	
Nov. 3, 1956	192	23.4	291	13.2	442
Oct. 27, 1956	188	23.1	299	13.1	455
Nov. 5, 1955	170	20.9	277	12.4	455

1950-56 HIGH WEEK'S KILL: Cattle, 439,880; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-56 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELD (LBS.)

Week Ended	CATTLE		HOGS		LARD PROD. MIL. LBS.
	Live	Dressed	Live	Dressed	
Nov. 3, 1956	970	528	227	130	
Oct. 27, 1956	970	530	225	128	
Nov. 5, 1955	981	526	234	132	

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. MIL. LBS.
	Live	Dressed	Live	Dressed	
Nov. 3, 1956	220	122	94	45	45.2*
Oct. 27, 1956	220	123	93	44	44.0*
Nov. 5, 1955	222	123	95	45	14.3

\*Estimated by the Provisioner

## September Meat Output 7% Below 1955; Nine-Month Volume 7% Above Last Year

PRODUCTION of meat by commercial slaughter plants in September totaled 2,069,000,000 lbs., the Crop Reporting Board has reported. This output represented a 3 per cent decline from 2,135,000,000 lbs. produced in August and a 7 per cent drop from 2,227,000,000 lbs. in September 1955. These estimates do not include livestock slaughter on farms.

Output of meat through the first nine months of this year aggregated 19,522,000,000 lbs. for a 7 per cent increase over the 18,316,000,000 lbs. produced in the same period of last year. Compared with last year, beef output for the period was up 7 per cent; veal, up 1 per cent; pork, up 8 per cent; while lamb and mutton was down 3 per cent. Lard production showed an 11 per cent gain.

Beef production in September totaled 1,105,000,000 lbs. for an 8 per cent drop from August output of 1,202,000,000 lbs. and compared with 1,206,000,000 lbs. in September last

year. Cattle slaughter in September numbered 2,201,400 head, or 7 per cent smaller than the August kill of 2,373,700 and the September 1955 slaughter of 2,366,500 head. Cattle at 927 lbs. averaged 8 lbs. lighter than last year.

Output of veal amounted to 140,000,000 lbs. for a 7 per cent decline from 150,000,000 lbs. in August and a 5 per cent decline from September 1955 production of 147,000,000 lbs. Calf slaughter at 1,088,400 head compared with 1,110,500 in August and 1,162,000 in September last year. Calves at 234 lbs. average, were 6 lbs. heavier than last year.

Pork production in September totaled 767,000,000 lbs., 6 per cent larger than the 721,000,000 lbs. produced in August, but 5 per cent smaller than September 1955 production of 808,000,000 lbs. Hog slaughter in commercial plants numbered 5,969,300 head compared with 5,525,000 in August and 6,158,000

in September of last year. Hogs at 224 lbs. live weight, averaged 3 lbs. lighter than last year.

Production of lard at 177,000,000 lbs. in September was 3 per cent larger than August output of 172,000,000 lbs., but 4 per cent smaller than the 184,000,000 lbs. turned out in the same month last year. Lard yield per 100 lbs. of live hog was 13.2 lbs. as against 13.1 lbs. last year.

Production of lamb and mutton amounted to 57,000,000 lbs. compared with 62,000,000 lbs. in August and 66,000,000 lbs. in September last year. Slaughter of the animals at 1,317,600 head was 8 per cent fewer than August kill of 1,427,000 and 13 per cent fewer than the 1,517,900 butchered in September last year.

## AMI PROVISION STOCKS

Pork stocks, as reported to the American Meat Institute, totaled 113,400,000 lbs. on November 3. This represented a 12 per cent decline from 129,100,000 lbs. about a year earlier.

Lard stocks totaled 48,800,000 lbs., or 24 per cent above the 39,400,000 lbs. last year.

The accompanying table shows stocks as percentages of holdings three weeks before and a year earlier.

	Nov. 3 stocks as Percentages of Inventories on Oct. 13	Oct. 20
HAMS:		
Cured, S.P.-D.C.	100	79
Frozen for cure, S.P.-D.C.	119	134
Total hams	113	95
PICNICS:		
Cured, S.P.-D.C.	116	88
Frozen for cure, S.P.-D.C.	133	147
Total picnics	122	104
BELLIES:		
Cured, S.P.-D.C.	106	86
Frozen for cure, D.S.	—	—
Cured, S.P.-D.C.	107	94
Frozen for cure, S.P.-D.C.	127	75
OTHER CURED MEATS:		
Cured and in cure	113	81
Frozen and in cure	107	77
Total other	111	80
FAT BACKS:		
Cured, D.S.	121	92
FRESH FROZEN:		
Loins, spareribs, neckbones, trimmings, other—Total	109	78
TOT. ALL PORK MEATS	113	88
LARD	80	127
RENDERED PORK FAT	106	84

## MEAT PRODUCTS GRADED

Total meats and meat products, graded or certified as complying with specifications of the U. S. Department of Agriculture in 000 lbs.:

	Sept.	Aug.	Sept.
	1956	1956	1956
Beef	496,652	567,352	542,628
Veal and calf	33,671	34,400	34,631
Lamb, yearling, and mutton	19,143	19,330	21,356
Totals	549,466	621,052	598,615
All other meats, lard	13,637	19,642	13,667
Grand totals	563,103	640,724	611,682

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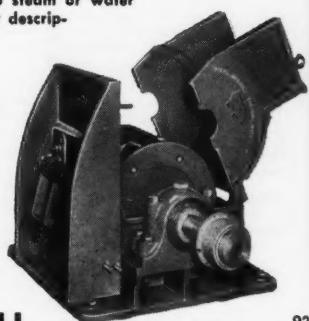
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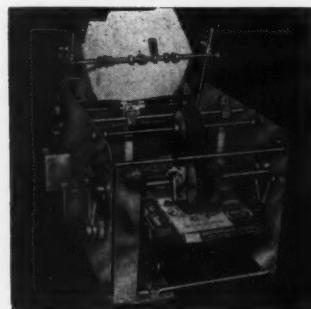
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# PROCESSED MEATS . . . SUPPLIES

## USDA Hamburger Buy Last Week Totals 9,906,000 Lbs.

The U. S. Department of Agriculture last week purchased 9,906,000 lbs. of frozen hamburger under the continuing program to assist cattle producers. Purchases since buying began in late September totaled 46,778,000 lbs.

Price ranges per lb. for purchases last week (week beginning October 29) by geographical regions and number of carlots for each region follow: Northeast, 34.47c to 35.00c for 40 carlots; Southeast, 34.99c for eight carlots; Midwest, 34.64c to 35.00c for 244 carlots; Southwest, 34.75c to 35.00c for 86 carlots; and Western, 33.48c to 34.49c except 34.90c to 34.98c in Utah for 92 carlots. In making awards, consideration was given to area price variations in relation to transportation costs for distribution. Offers were received from 47 producers who offered a total of 14,622,000 lbs.

About \$3,500,000 of Section 32 (tariff) funds were expended for purchases of hamburger last week.

## Meat Index Declines More

The wholesale price index on meats for the week ended October 30 at 80.5, represented the lowest such index since early July and a 1.7 per cent drop from the previous week, according to the Bureau of Labor Statistics. It was also the fifth consecutive weekly decline. The average primary market price index of 114.9 was also the lowest in several weeks.

## DOMESTIC SAUSAGE

(l.c.i. prices)

Pork sausage, hog cas., 42	44
Pork sans., bulk, 1-lb. 32	36
Pork sausage, sheep cas., 1-lb. pkge.	52
Pork sausage, sheep cas., 5-lb. pkge.	51
Frankfurters, sheep cas. 51	51
Frankfurters, skinless	40
Bologna (ring)	38
Bologna, artificial cas., 38	38
Smoked liver, hog bungs, 12	41
Smoked liver, art. cas., 35	42
Polish sausage, smoked	46
New Eng. lunch spec.	60
Olive loaf	41
Tongue and Blood	39
Pepper loaf	43
Pickle & Plimpton loaf	40
45	

## SEEDS AND HERBS

(l.c.i. prices)

	Whole	Ground
Caraway seed	26	31
Comino seed	26	31
Mustard seed:		
white	23	
yellow Amer.	17	
Oregano	34	
Coriander		
Morocco, No. 1	21	25
Marjoram		
French	60	65
Sage, Dalmatian		
No. 1	58	66

## CHICAGO LARD STOCKS

Lard inventories in Chicago on October 31 totaled 40,179,357 lbs., according to the Chicago Board of Trade. This volume compared with 56,996,577 lbs. in storage on September 30 and 4,981,534 lbs. on the same date a year earlier.

Lard stocks by classes appear below in lbs. as follows:

	Oct. 31	Sept. 30	Oct. 31
P.S. Lard (a)	2,401,742	1,956	1,753,505
P.S. Lard (b)	27,549,170	43,288,276	505,457
Dry Rendered Lard	.....	.....	40,206
Dry Rendered Lard	8,065,621	12,219,803	747,516
Other Lard	2,162,815	1,488,498	1,634,820
TOTAL LARD	40,179,357	56,996,577	4,981,534

## More Emphasis On Carcasses

Greater emphasis will be placed this year on carcass competition at the Chicago International Livestock Exposition. Prime meat animals will be judged alive and their carcasses then evaluated after slaughter. The prize winning carcasses will be on view in a specially constructed Turbo-Chill refrigerated glass-enclosed trailer. Then the champion carcasses of beef, pork and lamb will be auctioned on November 27.

## Argentine Meat Export Quota

Argentina has authorized the export of 51,000 metric tons of carcass and variety meats for shipment to the United Kingdom during the first six weeks in 1957.

The quota will consist of 35,000 tons of chilled beef, 3,000 tons of frozen beef, 10,000 tons of frozen lamb carcasses, and 3,000 tons of frozen beef variety meats.

## DRY SAUSAGE

(l.c.i. prices)

Cervelat, ch. hog bungs	89@92
Thuringer	45@6@7@
Farmer	71@75
Holsteiner	73@75
B. C. Salami	79@82
Pepperoni	67@71
Genoa style salami, ch.	94@07
Cooked salami	44@47
Sicilian	80@84
Goteborg	71@74
Mortadella	49@52

## SPICES

(Basis, Chgo, orig. bbls., bags, bales)

	Whole	Ground
Allspice prime	96	1.06
Resifted	1.04	1.13
Chilli, Powder	47	
Chilli, Pepper	41	
Cloves, Zanzibar	64	70
Ginger, Jam, unbl.	95	1.02
Mace, fancy Banda	3.25	3.55
West Indies	3.41	
East Indies	3.35	
Mace, flour, fancy	37	
No. 1	33	
West Indian Nutmeg	1.70	
Paprika, Spanish	70	
Pepper, cayenne	54	
Pepper:		
Red No. 1	54	
White	52	56
Black	43	47

## SAUSAGE CASINGS

(l.c.i. prices quoted to manufacturers of sausage)

Beef Casings:	
Export, narrow	1.10@1.35
32/38 mm.	35/38 .. 80@1.10
Export, med. wide,	.....
38/40	90@1.35
Export, wide	40/44 .. 1.30@1.50
Export, jumbo	44/up .. 2.00@2.50
Domestic, regular	60@.85
Domestic, wide	75@1.10
No. 1 weasands	24 inch/up .. 12@ 16
No. 2 weas., 22 inch/up	9@ 14
Middles—	
Sewing, 1%@21/4 in.	1.25@1.65
Select, wide, 2@21/4 in.	1.80@2.19
Extra select,	
21@21/4 in.	2.25@2.75
Bungs, exp., No. 1	25@ 34
Bungs, domestic	18@ 23
Dried or salt bladders, piece:	
8-10 in. wide, flat.	9@ 10
10-12 in. wide, flat.	9@ 11
12-15 in. wide, flat.	10@ 19
Pork Casings:	
Extra narrow, 20 mm.	
and down	4.00@4.15
Narrow,	
29@32 mm.	3.85@4.15
Medium,	
32@35 mm.	2.35@2.50
Spec. medium,	
35/38 mm.	2.00@2.50

## Hog Bungs—

Sow .....

Export, 34 in. cut .....

Large prime, 34 in. ....

Med. prime, 34 in. ....

Small prime .....

Middles, 1 per set, cap-off .....

..... 55@ 60

## Sheep Casings (per hank):

26/28 mm. ....

24/26 mm. ....

22/24 mm. ....

20/22 mm. ....

18/20 mm. ....

16/18 mm. ....

..... 5.40@6.00

..... 5.90@6.30

..... 4.80@5.25

..... 4.00@4.40

..... 2.70@3.25

..... 1.25@2.30

## CURING MATERIALS

Cwt.

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo. ....

..... 111.35

Pure rfd., gran. nitrate of soda .....

..... 5.65

Pure rfd., powdered nitrate of soda .....

..... 8.05

Salt, paper sacked, f.o.b. Chgo., gran. carlots, ton. ....

..... 29.40

Rock salt, ton in 100-lb. bags, f.o.b. whse., Chgo. ....

..... 27.40

Sugar, R.W. 96 basis, f.o.b. N.Y. ....

..... 6.27

Refined standard cane gran. basis (Chgo.) .....

..... 8.70

Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, L.A., less 2% .....

..... 8.15

Dextrose (less 20%):

..... 7.49

Cerelose, regular cwt. ....

..... 7.59



# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

(Carlot basis, Chicago price zone, November 7, 1956)

#### SKINNED HAMS

	Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
40	10/12	40	24½n	6/8
39	12/14	39	24½n	8/10
38½	14/16	38½	22	24½
38½	16/18	38½	21½	21½
40	18/20	40	20	14/16
40	20/22	40	18	16/18
40	22/24	40	19	18/20
40	24/26	40		19
40	25/30	40		18/20
37½	25/up, 2's in.	37½n		

Ham quotations based on product conforming to Board of Trade definition regarding new trim effective January 9, 1956.

#### PICNICS

	Fresh or F.F.A.	Frozen	Job Lot	Car Lot
21½	4/6	21½	37½@38½	Loins, 12/dn. .... 37
20	6/8	20	37@38	Loins, 12/16 .... 38n
21n	8/10	21	31n	Loins, 16/20 .... 35½
21n	10/12	21n	36½	Butts, 20/up .... 35½
20½@21	12/14	21n	29½@29½	Butts, 4/8 .... 27½
20½@21	8/up, 2's in.	20½	29½	Butts, 8/12, 27%@28
FAT BACKS			29½@32½	Butts, 3/8, 27%@28
9½n	8/10	10½n	27	Butts, 3/5 .... 30½
10½n	10/12	12½@13½	19	Butts, 5/up .... 18
13½n	12/14	14½@14½		
14½n	14/16	15½		
14½n	16/18	15½		
14½n	18/20	15½		
14½n	20/25	15%		

#### LARD FUTURES PRICES

NOTE: Add 1/4c to all price quotations ending in 2 or 7.

FRIDAY, NOV. 2, 1956				
	Open	High	Low	Close
Nov. 11.62	11.62	11.50	11.52	11.52
10.62				.50
Dec. 12.25	13.25	13.10	13.17	
11.10				.15
Jan. 13.30	13.35	13.25	13.27	
12.25				
Mar. 13.65	13.65	13.50	13.57a	
12.50				
May 14.10	14.10	13.96	13.97b	
13.50				
Sales: 9,160,000 lbs.				
Open interest at close Thurs., Nov. 1: Nov. 722, Dec. 745, Jan. 284, Mar. 232, Mar. 207, and May 266 lots.				

MONDAY, NOV. 5, 1956				
	Open	High	Low	Close
Nov. 11.65	11.70	11.52	11.55	11.55
10.65				.52
Dec. 13.20	13.45	13.20	13.25	
12.25				
Jan. 13.42	13.52	13.35	13.35a	
12.75				
Mar. 13.75	13.80	13.65	13.70a	
13.15				
May 14.15	14.20	14.05	14.05a	
13.20				
Sales: 10,880,000 lbs.				
Open interest at close Fri., Nov. 2: Nov. 694, Dec. 757, Jan. 288, Mar. 279, and May 265 lots.				

TUESDAY, NOV. 6, 1956				
	Open	High	Low	Close
Nov. 11.65	11.70	11.52	11.55	11.55
10.65				.52
Dec. 13.20	13.45	13.20	13.25	
12.25				
Jan. 13.42	13.52	13.35	13.35a	
12.75				
Mar. 13.75	13.80	13.65	13.70a	
13.15				
May 14.15	14.20	14.05	14.05a	
13.20				
Sales: 9,080,000 lbs.				
Open interest at close Tues., Nov. 6: Nov. 635, Dec. 745, Jan. 285, Mar. 283, and May 271 lots.				

Board of Trade closed, no trading in lard futures.

WEDNESDAY, NOV. 7, 1956				
	Open	High	Low	Close
Nov. 11.47	11.52	11.40	11.42b	11.42b
10.45				
Dec. 13.22	13.32	13.15	13.25	
12.25				
Jan. 13.37	13.40	13.27	13.32	
12.40				
Mar. 13.70	13.70	13.65	13.70a	
13.05				
May 14.05	14.05	14.02	14.02a	
13.02				
Sales: 9,080,000 lbs.				
Open interest at close Tues., Nov. 6: Nov. 635, Dec. 745, Jan. 285, Mar. 283, and May 271 lots.				

Board of Trade closed, no trading in lard futures.

THURSDAY, NOV. 8, 1956				
	Open	High	Low	Close
Nov. 11.37	11.75	11.35	11.70b	11.70b
10.35				
Dec. 13.50	13.55	13.37	13.50	
12.37				
Jan. 13.35	13.32	13.35	13.35b	
12.37				
Mar. 13.85	13.97	13.77	13.90b	
13.20				
May 14.20	14.27	14.15	14.22a	
13.20				
Sales: 11,000,000 lbs.				
Open interest at close Wed., Nov. 7: Nov. 584, Dec. 758, Jan. 284, Mar. 284, May 271 lots.				

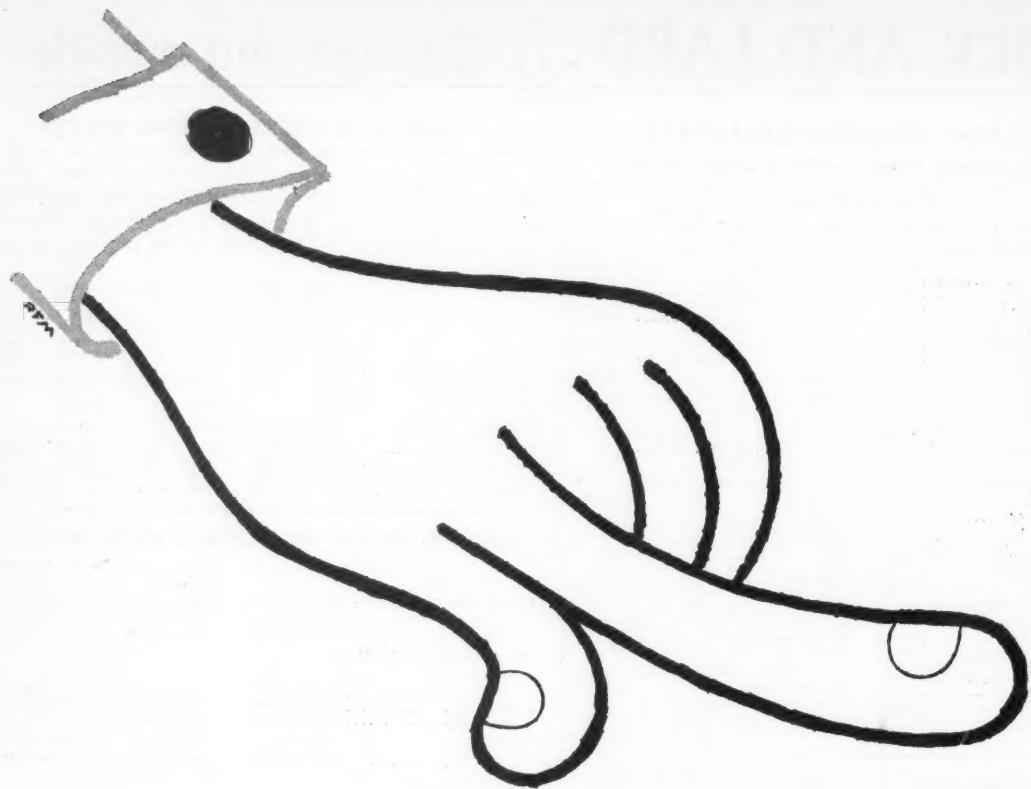
WEEK'S LARD PRICES				
	P.S. or	P.S. or	Ref. in	
P.S. or	D. R.	D. R.	50-lb.	
Ref. in	Cash	100-lb.		
	Tierces	Open	(Open	
	(Bd. Trade)	Mkt.)	100-lb.	
Nov. 2, 11.52½n	11.62½n	11.62½n	14.00n	
Nov. 3, 11.52½n	11.62½n	11.62½n	14.00n	
Nov. 5, 11.60n	11.77½n	11.77½n	13.75n	
Nov. 6, 11.60n	11.75n	11.75n	14.00n	
Nov. 7, 11.62½n	11.62½n	11.62½n	14.00n	
Nov. 8, 11.67½n	11.75n	11.75n	14.50n	
a—asked, b—bid, n—nominal				

### HIGHER LIVE COSTS CUT HOG VALUES

(Chicago costs, credits and realizations for first two days of week.)

The sharp rise in costs of live hogs more than offset the appreciable markups in pork products this week. The result was a setback in cut-out values, which receded unevenly, leaving only heavy hogs on the plus side of the value ledger.

—180-220 lbs.—	—220-240 lbs.—	—240-270 lbs.—
Value	Value	Value
per cwt.	per cwt.	per cwt.
fin.	fin.	fin.
alive	alive	alive
yield	yield	yield
cost	cost	cost
180	180	180
18½	18½	18½
19½	19½	19½
20½	20½	20½
21½	21½	21½
22½	22½	22½
23½	23½	23½
24½	24½	24½
25½	25½	25½
26½	26½	26½
27½	27½	27½
28½	28½	28½
29½	29½	29½
30½	30½	30½
31½	31½	31½
32½	32½	32½
33½	33½	33½
34½	34½	34½
35½	35½	35½
36½	36½	36½
37½	37½	37½
38½	38½	38½
39½	39½	39½
40½	40½	40½
41½	41½	41½
42½	42½	42½
43½	43½	43½
44½	44½	44½
45½	45½	45½
46½	46½	46½
47½	47½	47½
48½	48½	48½
49½	49½	49½
50½	50½	50½
51½	51½	51½
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70½	70½	70½
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142½	142½	142½
143½	143½	143½
144½	144½	144½
145½	145½	145½
146½	146½	146½
147½	147½	147½
148½	148½	148½
149½	149½	149½
150½		



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# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

Wednesday, Nov. 7, 1956

### BLOOD

ground, per unit of ammonia  
bulk ..... 5.00@5.25n

### DIGESTER FEED TANKAGE MATERIAL

rendered, unground, loose:  
low test ..... 5.25-5.50n  
Med. test ..... 5.25n  
High test ..... 5.00n  
Liquid stick, tank cars ..... 1.75

### PACKINGHOUSE FEEDS

	Carlots, ton
meat, bone scraps, bagged	865.00@77.50
meat, bone scraps, bulk	62.50@70.00
meat scraps, bagged	82.50
digester tankage, bagged	70.00@75.00
digester tankage, bulk	67.50@72.50
blood meal, bagged	100.00@120.00
ham bone meal, bagged	
(specielly prepared) ..... 85.00	
% steam bone meal, bagged	60.00

### FERTILIZER MATERIALS

	per unit ammonia
feather tankage, ground	4.00
per unit ammonia	5.25@5.50

### DRY RENDERED TANKAGE

	low test, per unit prot.	1.20@1.25n
Med. test, per unit prot.	1.15@1.20n	
High test, per unit prot.	1.05@1.10n	

### GELATINE AND GLUE STOCKS

	Cwt.
half trimmings (limed) (glue)	1.25@ 1.35
hide trims, (green salted) (glue)	6.00@ 7.00
little jaws, scraps and knuckles, per ton	55.00@57.00
pig skin scraps, (gelatine)	6.25@ 7.00

### ANIMAL HAIR

	Winter coil dried, per ton	100.00@105.00
Summer coil dried, per ton	42.50@ 45.00	
Fattie switches, per piece	31/2@5	
Winter processed, gray, lb.	211/2n	
Summer processed, gray, lb.	141/2n	

\*Delivered. n—nominal.

## TALLOWS and GREASES

Wednesday, November 7, 1956

The inedible tallow and grease market late last week held steady in the Midwest. Bids of 7%@7%4c, Chicago, were heard on bleachable fancy tallow, grade of product considered. Special tallow and B-white grease were bid at 61/2c, also Chicago.

Choice white grease, all hog, was bid at 8%@8%4c, c.a.f. New York, but held fractionally higher. Edible tallow was available at 121/2c, f.o.b. Chicago and f.o.b. River. A few tanks of choice white grease, all hog, sold late Friday at 81/2c, c.a.f. East.

Eastern consumers raised their ideas fractionally at the start of the new week. Choice white grease, all hog, sold at 8%4c, c.a.f. New York. Bleachable fancy tallow was bid at 8%@8%4c, c.a.f. East, depending on product.

Yellow grease offerings were bid at 6%@61/2c, same destination. No. 2 tallow was bid at 61/2c, c.a.f. East

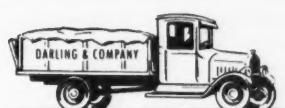
and c.a.f. New Orleans. Buyers and sellers were around 1/2c apart as to their price ideas on inedible tallow. Material was reported available at 121/2@121/2c, f.o.b. River and f.o.b. outside points; also at 121/2c, Chicago.

On Tuesday, several tanks of choice white grease, all hog, traded at 8%4c delivered East. Bleachable fancy tallow traded at 8@8%4c, same delivery point, grade of product considered. The market locally was quiet, and of a holiday character.

Fractionally higher prices were paid by eastern consumers at mid-week. Bleachable fancy tallow, regular production, sold at 8%4c, hard body material at 8%4c, and choice white grease, all hog, at 8%@8%4c, all c.a.f. East. Again, no price change was indicated in the Midwest. However, interest continued at the list, with offerings held at higher levels. Edible tallow sold at 121/2c, f.o.b. Chicago, a few tanks involved. The same was reported offered at 121/2@121/2c, f.o.b. River points.

**TALLOWS:** Wednesday's quotations: edible tallow, 121/2c, f.o.b. River

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# HIDES AND SKINS

LIVES

and Chicago basis; original fancy tallow, 7½@7½c; bleachable fancy tallow, 7½@7½c; prime tallow, 6¾c; special tallow, 6½c; No. 1 tallow, 6@6½c; and No. 2 tallow, 5½c.

**GREASES:** Wednesday's quotations: choice white grease, not all hog, 7½c; B-white grease, 6½c; yellow grease, 5¾@5½c; house grease, 5½c; and brown grease, 5@5½c. Choice white grease, all hog, was quoted 8¾@8½c, c.a.f. East.

## EASTERN BY-PRODUCTS

New York, Nov. 7, 1956

Dried blood was quoted Wednesday at \$4.50 nominal per unit of ammonia. Low test wet rendered tankage was listed at \$4.50@\$4.75 per unit of ammonia and dry rendered tankage was priced at \$1.15 per unit of protein.

## N.Y. COTTONSEED OIL FUTURES

FRIDAY, NOV. 2, 1956

	Open	High	Low	Close	Prev. close
Dec. ....	15.51b	15.52	15.25	15.30	15.59
Jan. ....	15.55b	15.55	15.55	15.26b	15.55b
Mar. ....	15.71b	15.73	15.50	15.55	15.83
May ....	15.85	15.85	15.58	15.67b	15.94
July ....	15.78b	15.82	15.58	15.69	15.92b
Sept. ....	15.68b	15.67	15.50	15.54b	15.78b
Oct. ....	15.60b	15.53	15.53	15.45b	15.78b
Dec. ....	15.45b	....	....	15.25b	15.55b
Sales: 529 lots.					

### MONDAY, NOV. 5, 1956

Dec. ....	15.45	15.50	15.12	15.20	15.30
Jan. ....	15.49	15.49	15.49	15.13b	15.26b
Mar. ....	16.00b	15.75	15.42	15.48	15.55
May ....	15.78	15.88	15.58	15.63	15.67
July ....	15.70b	15.80	15.57	15.66	15.69
Sept. ....	15.55b	15.59	15.17	15.52b	15.54b
Oct. ....	15.50b	....	....	15.45b	15.45b
Dec. ....	15.35b	....	....	15.25b	15.25b
Sales: 535 lots.					

### TUESDAY, NOV. 6, 1956

Election Day  
No trading in cottonseed oil futures.

### WEDNESDAY, NOV. 7, 1956

Dec. ....	15.35	15.42	15.30	15.39	15.20
Jan. ....	15.25b	....	....	15.35b	15.13b
Mar. ....	15.67b	15.74	15.57	15.68b	15.48
May ....	15.60	15.88	15.58	15.63	15.67
July ....	15.70b	15.87	15.70	15.85	15.63
Sept. ....	15.55b	15.59	15.17	15.52b	15.54b
Oct. ....	15.50b	....	....	15.45b	15.45b
Dec. ....	15.30b	....	....	15.25b	15.25b
Sales: 278 lots.					

## VEGETABLE OILS

Wednesday, Nov. 7, 1956

Crude cottonseed oil, f.o.b.					
Valley					
Southeast					
Texas					
Corn oil in tanks, f.o.b. mills	13½@13¾n				
Soybean oil, Decatur	13¾n				
Peanut oil, f.o.b. mills	14¾a				
Coconut oil, f.o.b. Pacific Coast	11½n				
Cottonseed foots:					
Midwest and West Coast	2				
East	2				

## OLEOMARGARINE

Wednesday, Nov. 7, 1956

White domestic vegetable	27				
Yellow quarters	29				
Milk churned pastry	26				
Water churned pastry	25				

## OLEO OILS

Wednesday, Nov. 7, 1956

Prime oleo stearine (slack barrels)	13½				
Extra oleo oil (drums)	18½				
Prime oleo oil (drums)	18				

n—nominal, a—asked, b—bid, pd—paid.

Hides trade at steady levels in big packer hide market—St. Paul heavy native cows sell at 13c early midweek—Small packer hide market shows improvement—Calfskins sell steady to higher, depending on point—Kipskin market steady—Shearlings and fall clips sell on a wide range.

## CHICAGO

**PACKER HIDES:** Inquiry for hides was at steady levels Monday, but only three selections on the list traded. Light native cows sold at 15c for Northern stock and Rivers brought 16½c. Heavy native cows sold at 12½c. Northern branded cows traded at 11c, but no sales of Southwesterns were reported. Other selections were wanted throughout the day, but offerings were withheld.

Steady levels were maintained again on Tuesday, in scattered activity. Butt-branded steers sold at 10½c and Colorados at 10c. Heavy native steers sold at 12½c and 13c.

In light trading early midweek, branded cows sold steady at 11c for Northerns and 12c for Southwesterns. St. Paul heavy native cows sold at 13c, with Rivers bid at 12½c and unsold early.

**SMALL PACKER AND COUNTRY HIDES:** There was some strength apparent in the small packer hide market, but sales were generally slow due to offerings priced over buying interest. Some 50-lb. average sold in the Midwest at 12½c. Asking prices were later advanced to 13c and 13½c, with most bids at 12½c.

Not much action took place on the 60-lb. average, with 10½c quoted nominally in the absence of sales. Some 40-lb. average sold out of the Southwest at 16½c and 17c. Buyers of country hides were not reaching for supplies, due to higher priced offerings. The 50@52-lb. average straight locker butchers were offered at 11c. Renderers were mostly nominal at 9@9½c.

**CALFSKINS AND KIPSKINS:** River calfskins advanced pricewise Monday, and heavy calf brought 42½c and light calf sold at 37½c. On Tuesday, Milwaukee heavy calf sold higher at 47½c, while St. Paul heavy calf sold steady at 50c. Omaha kip traded at 31c, River and Northern overweights at 27c, and Fort Worth kip at 30c.

**SHEEPSKINS:** In other trading late last week, a truck of No. 1 shearlings, with No. 2's included, sold

at 2.60 and 1.75. Fall clips in the truck brought 3.00. A truck of No. 2 shearlings, with No. 3's included, sold at 1.80 and .80, and other truck sold at 1.75 and .75.

During trading this week, a car of fair quality No. 1 shearlings and fall clips sold at 2.10 and 2.55. Other trading of No. 1 shearlings ranged in price from 2.00 to 3.00, the No. 2's at 1.70 to 1.90 and No. 3's at .75 to .85. Fall clips sold within the price range of 2.50 to 3.50. Choice dry pelts sold at 25c and fair to good quality at 24c. Pickled skins sold at 10.00 on lambs and 12.00 on sheep.

## CHICAGO HIDE QUOTATIONS

### PACKER HIDES

	Week ended	Cor. Week
Nov. 7, 1956	Nov. 7, 1956	1955
Lgt. native steers	15@15½n	15@15½n
Hvy. nat. steers	12½@13	13@13½
Ex. lgt. nat. steers	19n	.....
Butt-brand. steers	10½	11
Colorado steers	10	10½
Hvy. Texas steers	10½	11
Light Texas steers	13n	.....
Ex. lgt. Tex. steers	10½@13	10½@13½
Heavy native cows	12½@13	12@12½
Light nat. cows	15@16½	14@15
Branded cows	11@12	10½@11
Native bulls	9@9½n	.....
Branded bulls	8@8½n	9n
Calfskins:		
Northerns, 10/15	47½@50n	50n
10 lbs./down	40n	55n
Kips, Nor. nat., 15/25.	32n	34

### SMALL PACKER HIDES

STEERS:	60 lbs. and over	10½n
50 lbs.	12½n	12n

### SMALL PACKER SKINS

CALFSKINS, all wts.	32@34n	40@41n
Kipskins, all wts.	23@24n	24@25n

### SHEEPSKINS

Packer shearlings:	No. 1	2.00@3.00n	3.00n
Dry Pelts	24@25	20@21n	
Horsehides, Untrim.	9.00@9.50n	7.50@7.75n	

## N. Y. HIDE FUTURES

### FRIDAY, NOV. 2, 1956

	MONDAY, NOV. 5, 1956	TUESDAY, NOV. 6, 1956
Jan. ....	12.45b	12.41
April ...	12.60b	12.60
July ...	12.75b	12.75
Oct. ....	12.80b	12.75
Jan. ....	12.95b	12.95
April ...	12.80b	12.80
Sales: 11 lots.		

### WEDNESDAY, NOV. 7, 1956

	MONDAY, NOV. 5, 1956	TUESDAY, NOV. 6, 1956
Jan. ....	12.31b	12.50
April ...	12.15b	12.50
July ...	12.65b	12.80
Oct. ....	12.82b	12.80
Jan. ....	12.95b	12.95
April ...	13.10b	12.20b
Sales: 3 lots.		

### WEDNESDAY, NOV. 7, 1956

	MONDAY, NOV. 5, 1956	TUESDAY, NOV. 6, 1956
Jan. ....	12.65	12.80
April ...	12.75b	12.90
July ...	12.90b	13.10
Oct. ....	13.10b	13.20b
Jan. ....	13.25b	13.25b
April ...	13.40b	13.50b
Sales: 14 lots.		

LIVES

A sum-

tion of li-

During S-

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Agricultu-

September

August 19

September

Jan.-Sept.

Jan.-Sept.

5-yr. av.

(1951-55)

September

August 19

September

Jan.-Sept.

# LIVESTOCK MARKETS...Weekly Review

## LIVESTOCK AT 63 MARKETS

A summary of receipts and disposition of livestock at 63 public markets during Sept. 1956 and 1955, as reported by the U. S. Department of Agriculture:

### CATTLE

	Total receipts	Total receipts	Local slaughter
September 1956	1,783,740	2,193,553	1,044,179
August 1956	1,763,789	2,182,003	1,089,007
September 1955	1,759,581	2,089,028	1,085,486
Jan.-Sept. 1956	14,150,375	16,950,801	9,463,247
Jan.-Sept. 1955	13,770,710	16,251,607	9,129,626
5-yr. av. (Sept. 1951-55)	1,759,440	2,099,022	963,646

### CALVES

	Total receipts	Total receipts	Local slaughter
September 1956	369,626	527,515	256,445
August 1956	356,617	504,349	259,010
September 1955	363,743	444,090	258,953
Jan.-Sept. 1956	2,665,375	3,560,919	2,034,738
Jan.-Sept. 1955	2,686,631	3,488,204	2,055,881
5-yr. av. (Sept. 1951-55)	406,283	526,723	269,969

### HOGS

	Total receipts	Total receipts	Local slaughter
September 1956	1,843,331	2,675,788	1,870,608
August 1956	1,813,826	2,499,232	1,721,233
September 1955	1,913,942	2,682,291	1,944,050
Jan.-Sept. 1956	18,715,340	26,278,093	18,584,117
Jan.-Sept. 1955	16,515,181	22,797,227	15,923,143
5-yr. av. (Sept. 1951-55)	1,776,131	2,525,975	1,740,768

### SHEEP AND LAMBS

	Total receipts	Total receipts	Local slaughter
September 1956	836,543	1,769,565	633,599
August 1956	785,066	1,403,212	644,797
September 1955	913,109	1,625,336	707,622
Jan.-Sept. 1956	5,822,058	10,949,196	5,563,515
Jan.-Sept. 1955	6,375,895	11,144,813	5,600,079
5-yr. av. (Sept. 1951-55)	1,042,095	1,838,377	671,077

## Name 55 Experts To Judge Livestock At International

A panel of 55 livestock experts from 16 states, Canada, and Scotland will make the awards in competitions featuring 24 breeds of farm animals at the 1956 International Live Stock Exposition.

Judging the International steer classes for the ninth consecutive year will be Dr. A. D. Weber, dean of the Kansas State College, Manhattan. James H. Biggar will come from Scotland to judge the Shorthorn cattle. H. R. Purdy, of Pennsylvania State University, will judge Aber-

deen-Angus cattle, and Jim Sanders, of Gilroy, Calif., will judge Herefords.

Polled Shorthorns will be judged by a committee of three: Redford Gardhouse, of Milton, Ont.; Dean A. E. Darlow, of the Oklahoma A & M College; and P. S. Shearer, of the Iowa State College.

Dean Darlow, of Oklahoma A&M, and H. H. Hutcheson and J. Y. Gould, packer cattle buyers at the Chicago Stock Yards, have been named to judge carlot cattle.

A woman will act as a livestock judge at the International for the first time this year, when Mrs. Eloise Spraker, of Bath, N. Y., will name the winners in the Cheviot sheep classes. Wether lambs of all breeds will be judged by A. J. Dyer, of the University of Missouri.

The committee named to pick the top winners of the swine show are J. C. Hillier, of the Oklahoma A & M; H. O. Gibson, hog-buyer on the Chicago market; and E. B. Moore, of Westfield, Ind.

## DRIVEN-IN RECEIPTS AT 63 MARKETS

Driven-in receipts of livestock by classes during September, 1956 and 1955 compared at the 63 public markets:

### TOTAL DRIVEN-IN RECEIPTS

	Sept. 1956	Sept. 1955
Cattle	1,750,509	1,706,757
Calves	408,486	381,328
Hogs	2,302,760	2,342,147
Sheep	777,313	815,162

Driven-in receipts at 63 public markets constituted the following percentages to total Sept. receipts: Cattle, 79.8; calves, 77.4; hogs, 86.1, and sheep, 43.9. Percentages in 1955 were 81.7, 85.9, 87.3 and 50.2.

## September Cattle, Hog Costs To Packers Above Last Year

Packers operating under federal inspection in September bought cattle, calves and hogs at prices lower than a year earlier, while sheep cost more.

Average cost of all cattle at \$17.68 was 6 per cent more than in 1955, calves at \$15.28 cost 4 per cent less than in 1955, hogs at \$16.06 had 101 per cent of the 1955 value and sheep and lambs averaging \$18.87 cost 7 per cent more than in September of last year.

The 1,617,000 cattle, 661,000 calves, 4,979,000 hogs and 1,167,000 sheep and lambs slaughtered in September had dressed yields of:

	Sept. 1956	Sept. 1955
1,000 lbs.	1,000 lbs.	1,000 lbs.
Beef	844,379	930,301
Veal	86,741	91,203
Pork (carcass wt.)	849,556	896,472
Lamb and mutton	50,991	58,742
Total	1,831,667	1,976,718
Pork, excl. lard	638,107	678,528
Lard production	154,242	159,349
Rendered pork fat	7,662	8,410

### Average live weights in Sept. were:

	Sept., 1956	Sept., 1955
lbs.	lbs.	lbs.
All cattle	962.1	971.3
Steers <sup>1</sup>	1,001.4	998.1
Heifers <sup>2</sup>	857.8	850.4
Cows <sup>3</sup>	957.8	962.1
Calves	238.5	230.3
Hogs	225.2	229.3
Sheep and lambs	91.9	91.9

Dressing yields per 100 lbs. live weight for two months were:

	Sept., 1956	Sept., 1955
Per Cent	Per Cent	Per Cent
Cattle	54.5	54.9
Calves	55.2	56.0
Hogs <sup>4</sup>	75.9	76.1
Sheep and lambs	47.8	47.8
Lard per cwt., lbs.	13.8	13.5
Lard per hog, lbs.	31.0	31.0

Average dressed weights of livestock compared as follows (lbs.):

	Sept., 1956	Sept., 1955
Cattle	524.3	533.2
Calves	131.7	129.0
Hogs	170.9	174.5
Sheep and lambs	43.9	43.9

<sup>1</sup>Included in cattle.

<sup>2</sup>Subtract 7.0 to get packer style average.

**H. L. SPARKS & CO.**



We will weigh your hogs direct, or sort out of alley, as we have done for years.

## LIVESTOCK BUYERS

- ✓ NATIONAL STOCKYARDS, ILLINOIS
- Phones: Upton 5-1860 & 3-4016; Bridge 1-8394
- ✓ Peoria 6-7851 • Bushnell 462 • Springfield 8-2835

Mid-West Order Buyers—Located in the heart of the Corn Belt where they raise the Meat Type Hog.

**K-M**

**No One (Else) Gives So Much (Service) For So Little (Cost)**

BLOOMINGTON, ILL. CHATTANOOGA, TENN. CINCINNATI, OHIO DAYTON, OHIO DETROIT, MICH. FLORENCE, S.C. FT. WAYNE, IND. FULTON, KY. INDIANAPOLIS, IND. JACKSON, MISS. JONESBORO, ARK.

LAFAYETTE, IND. LOUISVILLE, KY. MONTGOMERY, ALA. NASHVILLE, TENN.

OMAHA, NEBR. PAYNE, OHIO SIOUX CITY, IOWA SIOUX FALLS, S.D. VALPARAISO, IND.

SERVICE  
**KENNEDY-MURRAY**  
LIVESTOCK BUYING

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 3, 1956, as reported to The National Provisioner:

### CHICAGO

Armour, 11,005 hogs; Shippers, 17,970 hogs; and Others, 23,906 hogs.

Totals: 21,002 cattle, 1,353 calves, 52,881 hogs, and 7,962 sheep.

### KANSAS CITY

Cattle Calves Hogs Sheep  
Armour... 3,581 1,087 4,122 3,324  
Swift... 4,912 1,588 5,731 3,153  
Wilson... 1,763 4,633 2,138 33  
Butchers 10,497 113 1,318 33  
Others... 1,360 1,305 1,305

Totals: 22,113 2,783 17,109 6,520

### OMAHA

Cattle Calves Hogs Sheep  
Armour... 6,200 9,556 2,347  
Cudahy... 3,924 8,163 1,288  
Swift... 4,767 10,186 2,294  
Wilson... 3,003 7,198 1,512  
Am. Stores 762 1,153

Cornhusker, 1,745  
O'Neill... 556 1,173  
Neb. Bee... 273 1,173  
Eagle... 273 1,173  
Gr. Omaha 773 1,173  
Rothschild, 1,065 1,173  
Roth... 9,985 1,173  
Kingan... 838 1,173  
Omaha... 680 1,173  
Union... 710 1,173  
Others... 377 10,083 1,173

Totals: 27,378 45,186 7,441

### E. ST. LOUIS

Cattle Calves Hogs Sheep  
Armour... 3,176 1,606 12,090 1,967  
Swift... 4,969 3,214 18,949 3,141  
Hunter... 1,457 66 6,631  
Hell... 1,457 2,402  
Krey... 1,239 66

Totals: 9,602 4,820 52,468 5,108

### ST. JOSEPH

Cattle Calves Hogs Sheep  
Swift... 3,816 688 18,731 2,636  
Armour... 3,777 430 11,335 2,488  
Others... 5,164 63 3,861

Totals: 12,757 1,181 33,927 5,124

\*Do not include 268 cattle, 47 calves, 11,733 hogs and 2,906 sheep direct to packers.

### SIOUX CITY

Cattle Calves Hogs Sheep  
Armour... 3,117 2 13,575 2,708  
S.C. Dr.  
Beef... 4,473 1,059 2,085  
Swift... 3,338 1,059 7,842 3,509  
Butchers 853 1,059 1,059  
Others... 8,895 123 16,570 1,362

Totals: 20,666 125 37,987 7,579

### WICHITA

Cattle Calves Hogs Sheep  
Cudahy... 2,544 960 2,985  
Dunn... 160 1,059 1,059  
Sunflower 58 1,059 1,059  
Dold... 66 1,059 1,059  
Excel... 885 1,059 1,059  
Kansas... 817 1,059 1,059  
Armour... 87 1,059 1,059  
Swift... 595 1,059  
Others... 2,103 1,059 1,059

Totals: 6,720 960 3,851 3,415

### OKLAHOMA CITY

Cattle Calves Hogs Sheep  
Armour... 3,192 413 1,059 448  
Wilson... 3,487 642 1,614 625  
Others... 4,021 508 1,026

Totals: 10,700 1,563 3,690 1,073

\*Do not include 2,288 cattle, 767 calves, 13,117 hogs and 4,339 sheep direct to packers.

### LOS ANGELES

Cattle Calves Hogs Sheep  
Armour... 134 57 220  
Cudahy... 57 35 220  
Swift... 301 35 220  
Wilson... 1,10 12 220  
Ideal... 713 2 187  
United... 708 1 187  
Atlas... 704 1 187  
Sur. Vail 555 1 187  
Gr. West. 478 1 187  
Acme... 422 1 187  
Others... 3,824 567 717

Totals: 8,012 605 1,136

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour...	2,083	46	2,489	
Swift...	1,595	108	4,333	5,060
Cudahy...	1,205	78	4,115	1,649
Wilson...	614	1	6,172	
Others...	12,160	332	2,104	593
Totals...	17,607	564	10,552	15,963

### CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall...	293	41	260	
Schlaeffer...	5,625	946	14,847	1,059
Others...	5,918	987	14,847	1,319

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour...	6,476	6,676	29,972	3,970
Bartusch...	1,405	1	1	
Rifkin...	1,058	29	1	
Superior...	2,131	1	1	
Swift...	7,665	5,137	36,980	7,280
Others...	4,204	5,378	6,015	4,260
Totals...	22,939	17,220	72,967	15,530

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour...	1,918	1,697	1,751	2,426
Swift...	2,282	2,723	1,271	3,933
Morell...	1,505	24	1	
City...	405	1	119	1
Rosenthal...	251	30	1	
Totals...	6,361	4,474	3,041	6,359

### TOTAL PACKER PURCHASES

	Week ended	Same week	Prev. week	week
Cattle	191,775	196,646	193,037	
Hogs	349,651	347,212	401,516	
Sheep	83,383	74,634	71,318	

## CORN BELT DIRECT TRADING

Des Moines, Nov. 7—Prices at the ten concentration yards in Iowa and Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3: 120-180 lbs. \$11.00@13.70  
180-240 lbs. 13.00@14.65  
240-270 lbs. 13.60@14.65  
270-330 lbs. 13.25@14.30

Sows, U.S. No. 1-3: 270-330 lbs. 13.40@14.25  
330-400 lbs. 12.90@13.75  
400-550 lbs. 11.50@13.75

Corn belt hog receipts were reported by the U.S. Department of Agriculture as follows:

	This week	Last week	Last year
	actual	actual	actual
Nov. 1...	72,500	76,000	80,000
Nov. 2...	72,000	76,000	80,000
Nov. 3...	42,000	35,500	67,000
Nov. 4...	110,000	92,000	115,000
Nov. 6...	71,000	81,000	89,000
Nov. 7...	8,000	71,000	77,000

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Nov. 7, were as follows:

**CATTLE:** Cwt.  
Steers, choice... \$22,06@25.00  
Steers, good... 18,00@21.00  
Heifers, gd. & ch... 18,00@23.00

Cows, util. & com'l. 18,00@22.50  
Cows, util. & com'l. 8,00@10.50  
Bulls, util. & com'l. 12,50@14.00  
Bulls, good (beef)... 12.00 only

**VEALERS:**

Choice & prime... 24,00@25.00  
Good & choice... 20,50@24.00  
Calves, gd. & ch... 14,50@18.00

**HOGS:**

U.S. 1-3, 120/160... 12,50@14.00

U.S. 1-3, 160/180... 14,00@15.00

U.S. 1-3, 200/220... 14,75@15.25

U.S. 1-3, 220/240... 14,75@15.25

U.S. 1-3, 240/270... 14,75@15.25

U.S. 1-3, 270/300... 14,25@14.75

Sows, U.S. No. 1-3, 180/300... 14,25@14.25

LAMBS:

Choice & prime... 19,50@20.50

Good & choice... 18,00@19.50

Cattle Calves Hogs Sheep  
Boston, New York City Area<sup>1</sup>... 11,088 13,416 63,406 51,497  
Baltimore, Philadelphia... 8,631 2,085 31,317 3,463  
Cin., Cleve., Detroit, Indpls... 10,951 8,109 112,671 15,931  
Chicago Area<sup>2</sup>... 23,650 8,635 73,930 7,504  
St. Paul-Wis. Areas<sup>3</sup>... 38,262 40,328 161,338 19,347  
St. Louis Area<sup>4</sup>... 19,282 8,320 117,287 9,736  
Sioux City, Dak. Area<sup>5</sup>... 18,576 1,373 85,246 17,973  
Kansas City... 34,349 1,458 103,137 15,723  
Iowa-So. Minnesota<sup>6</sup>... 20,115 4,400 42,182 9,794  
Louisville, Evansville, Nashville, Memphis... 13,472 10,838 45,294 5,769  
Georgia-Alabama Area<sup>7</sup>... 7,283 7,085 36,287 3,825  
St. Jo'ph, Wichita, Okla. City... 24,375 6,952 69,976 12,378  
Ft. Worth, Dallas, San Antonio, Tex... 25,041 10,010 18,559 11,709  
Denver, Ogden, Salt Lake City... 19,167 1,427 16,949 2,625  
Los Angeles, San Fran. Areas<sup>8</sup>... 28,105 3,843 35,552 26,437  
Portland, Seattle, Spokane... 8,344 1,250 15,619 4,769  
GRAND TOTALS... 350,465 147,153 1,387,108 265,752

## WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Nov. 3, 1956 (totals compared) was reported by the U.S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup> ...	11,088	13,416	63,406	51,497
Baltimore, Philadelphia...	8,631	2,085	31,317	3,463
Cin., Cleve., Detroit, Indpls...	10,951	8,109	112,671	15,931
Chicago Area <sup>2</sup> ...	23,650	8,635	73,930	7,504
St. Paul-Wis. Areas <sup>3</sup> ...	38,262	40,328	161,338	19,347
St. Louis Area <sup>4</sup> ...	19,282	8,320	117,287	9,736
Sioux City, Dak. Area <sup>5</sup> ...	18,576	1,373	85,246	17,973
Kansas City...	34,349	1,458	103,137	15,723
Iowa-So. Minnesota <sup>6</sup> ...	20,115	4,400	42,182	9,794
Louisville, Evansville, Nashville, Memphis...	13,472	10,838	45,294	5,769
Georgia-Alabama Area <sup>7</sup> ...	7,283	7,085	36,287	3,825
St. Jo'ph, Wichita, Okla. City...	24,375	6,952	69,976	12,378
Ft. Worth, Dallas, San Antonio, Tex...	25,041	10,010	18,559	11,709
Denver, Ogden, Salt Lake City...	19,167	1,427	16,949	2,625
Los Angeles, San Fran. Areas <sup>8</sup> ...	28,105	3,843	35,552	26,437
Portland, Seattle, Spokane...	8,344	1,250	15,619	4,769
GRAND TOTALS...	350,465	147,153	1,387,108	265,752
Totals, same week 1955...	342,970	134,427	1,416,964	251,825

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis, National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. <sup>5</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, and Albert Lee, Austin, Minn. <sup>6</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>7</sup>Includes Chicago, Kan., City, Omaha<sup>8</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>9</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>10</sup>, St. Paul, Milwaukee. <sup>8</sup>Includes Chicago, Kan., City, Omaha<sup>9</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>10</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>11</sup>, St. Paul, Milwaukee. <sup>9</sup>Includes Chicago, Kan., City, Omaha<sup>12</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>13</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>14</sup>, St. Paul, Milwaukee. <sup>10</sup>Includes Chicago, Kan., City, Omaha<sup>15</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>16</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>17</sup>, St. Paul, Milwaukee. <sup>11</sup>Includes Chicago, Kan., City, Omaha<sup>18</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>19</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>20</sup>, St. Paul, Milwaukee. <sup>12</sup>Includes Chicago, Kan., City, Omaha<sup>21</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>22</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>23</sup>, St. Paul, Milwaukee. <sup>13</sup>Includes Chicago, Kan., City, Omaha<sup>24</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>25</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>26</sup>, St. Paul, Milwaukee. <sup>14</sup>Includes Chicago, Kan., City, Omaha<sup>27</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>28</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>29</sup>, St. Paul, Milwaukee. <sup>15</sup>Includes Chicago, Kan., City, Omaha<sup>30</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>31</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>32</sup>, St. Paul, Milwaukee. <sup>16</sup>Includes Chicago, Kan., City, Omaha<sup>33</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>34</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>35</sup>, St. Paul, Milwaukee. <sup>17</sup>Includes Chicago, Kan., City, Omaha<sup>36</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>37</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>38</sup>, St. Paul, Milwaukee. <sup>18</sup>Includes Chicago, Kan., City, Omaha<sup>39</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>40</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>41</sup>, St. Paul, Milwaukee. <sup>19</sup>Includes Chicago, Kan., City, Omaha<sup>42</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>43</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>44</sup>, St. Paul, Milwaukee. <sup>20</sup>Includes Chicago, Kan., City, Omaha<sup>45</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>46</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>47</sup>, St. Paul, Milwaukee. <sup>21</sup>Includes Chicago, Kan., City, Omaha<sup>48</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>49</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>50</sup>, St. Paul, Milwaukee. <sup>22</sup>Includes Chicago, Kan., City, Omaha<sup>51</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>52</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>53</sup>, St. Paul, Milwaukee. <sup>23</sup>Includes Chicago, Kan., City, Omaha<sup>54</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>55</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>56</sup>, St. Paul, Milwaukee. <sup>24</sup>Includes Chicago, Kan., City, Omaha<sup>57</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>58</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>59</sup>, St. Paul, Milwaukee. <sup>25</sup>Includes Chicago, Kan., City, Omaha<sup>60</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>61</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>62</sup>, St. Paul, Milwaukee. <sup>26</sup>Includes Chicago, Kan., City, Omaha<sup>63</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>64</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>65</sup>, St. Paul, Milwaukee. <sup>27</sup>Includes Chicago, Kan., City, Omaha<sup>66</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>67</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>68</sup>, St. Paul, Milwaukee. <sup>28</sup>Includes Chicago, Kan., City, Omaha<sup>69</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>70</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>71</sup>, St. Paul, Milwaukee. <sup>29</sup>Includes Chicago, Kan., City, Omaha<sup>72</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>73</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>74</sup>, St. Paul, Milwaukee. <sup>30</sup>Includes Chicago, Kan., City, Omaha<sup>75</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>76</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>77</sup>, St. Paul, Milwaukee. <sup>31</sup>Includes Chicago, Kan., City, Omaha<sup>78</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>79</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>80</sup>, St. Paul, Milwaukee. <sup>32</sup>Includes Chicago, Kan., City, Omaha<sup>81</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>82</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>83</sup>, St. Paul, Milwaukee. <sup>33</sup>Includes Chicago, Kan., City, Omaha<sup>84</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>85</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>86</sup>, St. Paul, Milwaukee. <sup>34</sup>Includes Chicago, Kan., City, Omaha<sup>87</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>88</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>89</sup>, St. Paul, Milwaukee. <sup>35</sup>Includes Chicago, Kan., City, Omaha<sup>90</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>91</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>92</sup>, St. Paul, Milwaukee. <sup>36</sup>Includes Chicago, Kan., City, Omaha<sup>93</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>94</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>95</sup>, St. Paul, Milwaukee. <sup>37</sup>Includes Chicago, Kan., City, Omaha<sup>96</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>97</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>98</sup>, St. Paul, Milwaukee. <sup>38</sup>Includes Chicago, Kan., City, Omaha<sup>99</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>100</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>101</sup>, St. Paul, Milwaukee. <sup>39</sup>Includes Chicago, Kan., City, Omaha<sup>102</sup>, E. St. Louis, Ill., St. Joseph, Sioux City, Wichita<sup>103</sup>, New York, Jer. City, Okla. City, Cincinnati, Denver<sup>104</sup>, St. Paul, Milwaukee. <sup>40</sup>Includes Chicago, Kan., City, Omaha<sup>105</sup>, E. 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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Nov. 3, 1956, compared:

### CATTLE

	Week ended	Cor.	Prev. Week	Nov. 3, 1956	1955
Chicago	21,002	24,224	25,757		
Kan. City	10,801	21,132	20,929		
Omaha*	20,074	32,596	26,348		
E. St. Louis	14,422	15,233	10,923		
St. Joseph	12,741	13,551	12,906		
Saint Paul	12,522	14,531	12,171		
Wichita*	7,337	5,590	5,532		
New York & Jer. City†	11,038	11,875	13,468		
Okla. City†	15,318	12,849	12,525		
Cincinnati†	5,304	4,107	2,829		
Denver†	21,322	14,550	17,485		
St. Paul†	18,735	17,768	19,692		
Milwaukee†	5,147	4,335	4,254		
Totals	198,843	192,641	184,319		

### HOGS

	Week	far.	Nov. 3, 1956	1955
Chicago	34,911	38,008	47,479	
Kan. City†	17,100	15,199	12,889	
Omaha*	69,268	68,009	80,181	
E. St. Louis	52,468	50,587	36,690	
St. Joseph	41,799	39,782	45,005	
Saint Paul	26,222	23,582	24,803	
Wichita*	13,044	13,677	14,050	
New York & Jer. City†	63,406	63,001	61,784	
Okla. City†	10,816	15,270	3,084	
Cincinnati†	13,587	14,822	13,151	
Denver†	7,558	10,450	13,499	
St. Paul†	66,952	61,820	77,435	
Milwaukee†	6,910	6,519	8,452	
Totals	430,054	430,785	439,402	

### SHEEP

	Week	Week	Nov. 3, 1956	1955
Chicago	7,952	5,334	3,399	
Kan. City†	6,526	4,266	6,366	
Omaha*	11,322	11,330	9,433	
E. St. Louis	5,182	5,171	5,704	
St. Joseph	8,050	6,530	6,189	
Saint Paul	3,884	3,447	3,547	
Wichita*	1,692	1,511	952	
New York & Jer. City†	51,497	50,909	48,720	
Okla. City†	5,412	4,424	3,141	
Cincinnati†	782	127	239	
Denver†	14,503	10,350	12,234	
St. Paul†	11,250	11,841	10,895	
Milwaukee†	2,004	1,159	1,219	
Totals	129,926	116,347	112,428	

	Week	Week	Week	Week	Week
Chicago	382,000	551,000	194,000		
Western Canada	392,000	540,000	191,000		
Eastern Canada	372,000	650,000	165,000		
Totals	13,206,000	20,161,000	7,513,000		
1955	date 12,970,000	18,719,000	7,540,000		

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Nov. 1	1,658	717	12,547	2,820
Nov. 2	958	379	7,812	549
Nov. 3	217	457	8,874	340
Nov. 4	16,593	746	14,149	3,658
Nov. 6	6,500	400	23,000	3,300
Nov. 7	14,500	400	14,000	2,500
Nov. 8	so far	37,593	1,546	51,149
Wk. ago	40,802	4,703	49,806	8,479
Yr. ago	45,750	1,086	61,250	8,241
2 years	ago	38,037	1,587	47,154
		8,783		

\*Including 1,356 cattle, 10,917 hogs and 1,734 sheep direct to packers.

### SHIPMENTS

	Week	Week	Week	Week	Week
Nov. 1	3,000	164	3,235	254	
Nov. 2	2,878	91	1,891	439	
Nov. 3	272	18	350		
Nov. 5	5,224	29	4,174	709	
Nov. 6	3,000	...	4,000	200	
Nov. 7	7,000	...	2,000	400	
Nov. 8	so far	15,224	29	10,174	1,300
Wk. ago	21,990	1,629	10,529	1,228	
Yr. ago	19,962	116	16,873	1,866	
2 yrs	ago	15,000	102	8,219	1,466

### NOVEMBER RECEIPTS

	Week	Week	Week	Week	Week
Nov. 1	4,036	164	3,235	254	
Cattle	40,326	55,278			
Calves	2,099	5,870			
Hogs	80,382	95,088			
Sheep	13,167	11,184			

### NOVEMBER SHIPMENTS

	Week	Week	Week	Week	Week
Nov. 1	21,473	23,788			
Cattle	15,659	31,475			
Hogs	2,002	3,075			

### CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wednesday, November 7:

	Week	Week	Nov. 7	Oct. 31
Packers' purch.	...	37,189	38,340	
Shippers' purch.	...	16,807	17,199	
Totals	...	53,996	55,539	

### LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Nov. 2, with comparisons:

### Cattle

### Hogs

### Sheep

### Week to date

### Previous week

### Same wk.

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# CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$9.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE.  
PLEASE REMIT WITH ORDER.

## POSITION WANTED

**EXECUTIVE:** Sales administration. Mature enough (51) to have sound judgment, young enough to have drive and imagination, diplomatic, can motivate others to produce properly, aggressive and adaptable. Good team man who can hire and train, seasoned executive. Health and references excellent. Can carry the load—meat brokerage experience too. What have you to offer in the Chicago area? W-421, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT or FOREMAN:** 22 years' packinghouse experience. 7 years' actual work, 15 years' supervisory experience. Thoroughly understand operations and can handle upsets, problems. Can train men and supervise plant layout. Marriages above reliable. Want permanent position. Now employed. Prefer eastern location. W-407, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

**SAUSAGE MAKER:** Now employed by major packer, with many years experience in sausage production such as chopping, smoking, cooking, stuffing, beef boning, etc., wants position, Chicago area. Reliable and a hard worker. W-419, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT:** 27 years' experience, slaughtering, production, boning, hog cutting, curing, sausage manufacturing, shipping, rendering, hides and maintenance. W-420, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MEAT TECHNOLOGIST:** Proven ability, excellent references. Large packer experience. Frozen meats, sausage. Will relocate. W-432, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MANAGEMENT CONSULTANTS**  
Let us help you with your problems in Organization, Management, Production, Labor Relations, Sales and Marketing.

LEE B. REIFEL & ASSOCIATES  
615 N. Grove Street Bowling Green, Ohio

**EXPERIENCED:** Packinghouse salesmen in all departments. Heavy selling in canned meats and cheese. Know all buyers in Texas-Oklahoma-Arkansas. Chains, super markets, large independents, wholesale groceries, institutions, hospitals, clubs etc. W-408, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**YOUNG PLANT SUPERINTENDENT:** Small packer experience. Moderate success will withstand scrutiny. Prefer south. Small plant only. W-405, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**PLANT MANAGER:** All phases—young, aggressive, sober family man with much experience. Wants permanent location. Write or wire. Box W-404, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT:** Or supervisor of hog kill, cut. Beef, sheep and calf kill and other departments. W-433, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERIENCED CATTLE BUYER:** On the Chicago Market. Willing to re-locate. W-409, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

**PROFITABLE SIDE LINE—NEW FOOD ITEM**  
Salesmen calling on meat processors, canners, frozen food and specialty food mfg. etc. Chances to earn additional income. The item is brand new and outstanding. A TENDERIZED PROCESSED ONION CHIP or GRANULE that replaces labor and improves flavor. Every food manufacturer is interested. About 10 offices still open. Write for details, all replies confidential. Give age, experience and territory covered. Address Box W-418, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT**  
Practical general plant superintendent wanted for medium size plant. Killing, processing and manufacturing full line of products both beef and pork. Located in midwest. Good salary for right party. W-424, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MEAT CANNING PLANT:** Wants all around man. Experienced preferred. Must be sober. Chicago area. Write to Box 426, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### PRODUCTION — SALES MANAGER Semi-Sterile Canned Meat Department

Large independent packer, middlewest, seeks executive to "take charge" of department.

Plenty of room for growth.  
All inquiries confidential.

Write Box W-411

THE NATIONAL PROVISIONER  
15 W. Huron St., Chicago 10, Ill.

### GIVING FULL PARTICULARS

### PRODUCTION MANAGER MEAT PROCESSING

A well established progressive Michigan meat processing company seeks an experienced man for a PRODUCTION MANAGER. Should be experienced in sausage manufacturing, prepackaging and slicing. Should be aware of modern methods and techniques. Good starting salary, bonus and other company benefits. All replies confidential. Send complete resume.

Write to

Box W-434, THE NATIONAL PROVISIONER  
15 W. Huron St. Chicago 10, Ill.

### VACUUM PACKAGING MACHINE SALESMEN

Familiar with meat, cheese, food and produce packers. Supermarkets and chains. The VAC-U-SEAL is revolutionizing the packaging field. Choice territories open. High commissions. Send resume to:

Mr. Robert Beh  
Cheslam Corporation  
684 Nepperhan Avenue  
Yonkers 2, New York

### SAUSAGE KITCHEN

**WANTED:** Young man, to assist sausage maker, who can help on smoking, chopping, stuffing and linking. This is for a plant in mid-west Indiana. Send photograph, salary expected and past performance. All replies held strictly confidential. Box W-435, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SALESMAN: SMOKED and FRESH MEATS.** Excellent opportunity for young, aggressive man to advance into top management with fast growing distributive company selling carlot and less-carlot to small packers, chains, wholesalers. All replies strictly confidential. Our employees know of this ad. Insurance, retirement benefits. Write stating age, experience, expected starting salary. Box W-436, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

**HELP WANTED: BEEF MAN** with sales, production and some livestock experience. Opportunity to gain complete packinghouse experience. W-438, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**HELP WANTED:** Old established small manufacturer of bologna and frankfurters, modern plant, close to New York City, very consistent profitable record of over 10 years. Considering federal inspection. Looking for a younger aggressive man to sell big chains. Must know every phase of provision business, most up-to-date packing methods. Eventually to become partner. Investment necessary. Must stand rigid investigation. Write full particulars to Box W-423, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

## PLANTS FOR RENT

**FULTON MARKET DISTRICT, CHICAGO**  
80,000 sq. ft. meat packing plant in Fulton Market district, Chicago, suitable for cooking, smoking, curing and storing pork, veal and beef. 21,000 sq. ft. cooler and refrigeration room containing 216,000 cu. ft.; 3 smoke houses on 6 floors; 2 modern conveyor and blower type smoke houses. Heavy floor loads, good shipping. Reasonable rent. Possible option to buy.

**HOGAN AND FARWELL, INC.**  
Robert N. McKenna

151 W. Jackson Blvd. Phone WAbash 2-7200

Chicago

**IN LOS ANGELES:** Complete meat packing plant for lease at \$2,000.00 per month. Continuous operation for over 20 years. Modern, up-to-date and fully equipped. Located in Los Angeles. Contact Box FR-402, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE KITCHEN:** Completely equipped, air conditioned, smoke house 1950 sq. ft. cooler space, weekly capacity 80,000 pounds. Hog cutting room and additional coolers available. Jersey City, N.J. FR-437, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

**SALES COOLER and FREEZER:** In market location. Additional space available for expansion. Location—11 Lackawanna Avenue, Newark, N.J. Rent reasonable. Contact Mr. Morris Mandelbaum, 49 Plane Street, Newark 2, N.J. Phone Humboldt 5-5400.

## PLANTS FOR SALE

**MODERNLY EQUIPPED:** 50' x 65' meat plant for restaurant supply, branch house, portion control, retail, etc. Tracked cooler 25' x 50'. Freezer 30,000 lb. capacity. Retail store 25' x 65'.

### GIANT MEAT SUPPLY

12625 W. Dixie Hwy. North Miami, Florida

**NEW BEEF PLANT:** Well equipped, slaughtering up to 100 cattle per week, plus lambs and veal. Located in central Ohio, on railroad, edge of industrial city. Room for expansion. FS-439, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## PLANTS WANTED

### PLANT SPACE WANTED

Small plant wanted, or space in larger plant is Chicago area, suitable for processing, cooking and packaging of meat products. High pressure steam needed. Government inspection a necessity. Box W-428, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

### RENDERING PLANT WANTED

Wish to buy medium sized rendering operation located in southwest or west. PW-429, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**RENDERING PLANT:** Wanted. South or southwest location preferred. Will consider partnership. PW-440, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## MISCELLANEOUS

### HOG • CATTLE • SHEEP

### SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer  
Broker • Counsellor • Exporter • Importer

**SAMI S. SVENDSEN**  
407 SO. DEARBORN ST., CHICAGO 5, ILL

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